

MONTANA LEGISLATIVE HISTORY

Chapter 2 19 86 (^{Sp L.}_{March})

Bill H 14 S _____ Original bill & history ✓c

H. Committee on Business & Labor S. Committee on Business & Indust,

Hearing Date(s) 3-26 ✓c

Hearing Date(s) 3-28 ✓c

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Date Out _____ c

Did this bill originate in an interim committee? ____ Yes ____ No

Committee _____

Report _____

HOUSE FINAL STATUS

TRANSMITTED TO SENATE
 3/28 REFERRED TO BUSINESS & INDUSTRY
 3/28 HEARING
 3/28 COMMITTEE REPORT-BILL CONCURRED
 3/28 2ND READING CONCURRED 50 0
 3/28 3RD READING CONCURRED 50 0

 RETURNED TO HOUSE
 3/29 SIGNED BY SPEAKER
 4/03 SIGNED BY PRESIDENT

 4/04 TRANSMITTED TO GOVERNOR
 4/04 SIGNED BY GOVERNOR
 CHAPTER NUMBER 1 EFFECTIVE DATE: 4/04/86

HB 14 INTRODUCED BY DRISCOLL, ET AL.
 PREVENT CLOSURE OF LIQUOR STORES

3/26 INTRODUCED
 3/26 REFERRED TO BUSINESS & LABOR
 3/26 FISCAL NOTE REQUESTED
 3/26 HEARING
 3/27 COMMITTEE REPORT-BILL PASS AS AMENDED
 3/27 2ND READING PASS 63 35
 3/27 3RD READING PASS 65 34

 TRANSMITTED TO SENATE
 3/28 REFERRED TO BUSINESS & INDUSTRY
 3/28 HEARING
 3/29 COMMITTEE REPORT-BILL CONCURRED AS AMENDED
 3/29 2ND READING CONCURRED 49 0
 3/29 3RD READING CONCURRED 46 4

 RETURNED TO HOUSE WITH AMENDMENTS
 3/29 2ND READING AMENDMENTS CONCURRED 91 8
 3/29 3RD READING AMENDMENTS CONCURRED 90 8
 4/03 SIGNED BY SPEAKER
 4/03 SIGNED BY PRESIDENT

 4/04 TRANSMITTED TO GOVERNOR
 4/04 SIGNED BY GOVERNOR
 CHAPTER NUMBER 2 EFFECTIVE DATE: 4/04/86

HB 15 INTRODUCED BY MEL WILLIAMS, BOB BROWN, ET AL.
 LIMITING THE TAX RATE APPLICABLE TO CLASS 15
 PROPERTY

3/26 INTRODUCED
 3/26 REFERRED TO TAXATION
 3/26 FISCAL NOTE REQUESTED
 3/26 HEARING
 3/27 FISCAL NOTE RECEIVED
 3/27 COMMITTEE REPORT-BILL DO PASS
 3/27 2ND READING NOT PASSED 50 50
 BILL KILLED

HB 16 INTRODUCED BY MILLER
 INSURANCE ASSISTANCE PLAN

3/26 INTRODUCED

1 *House* BILL NO. *14*
2 INTRODUCED BY *Donald J. Hamington* *Anna Lynch*
3 *Alison Davis Brown*
4 A BILL FOR AN ACT ENTITLED: "AN ACT PREVENTING THE CLOSURE
5 OF LIQUOR STORES OPERATED BY THE DEPARTMENT OF REVENUE
6 UNLESS A STORE IS NOT OPERATING AT A PROFIT AND SUCH CLOSURE
7 HAS BEEN APPROVED BY THE LEGISLATURE IN REGULAR SESSION;
8 DELETING PROVISIONS RELATING TO THE DEPARTMENT OF REVENUE'S
9 APPROPRIATION SETTING FORTH PROFIT REQUIREMENTS, LIMITS ON
10 OPERATIONAL EXPENSES, AND AUTHORITY FOR STORE CLOSURES;
11 AMENDING SECTION 16-2-101, MCA, AND SECTION 17, HOUSE BILL
12 500, LAWS OF 1985; AND PROVIDING AN IMMEDIATE EFFECTIVE DATE
13 AND A RETROACTIVE APPLICABILITY DATE."

14
15 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

16 Section 1. Section 16-2-101, MCA, is amended to read:

17 "16-2-101. Establishment and closure of state liquor
18 stores -- kinds and prices of liquor. (1) (a) The department
19 shall establish and maintain one or more stores, to be known
20 as "state liquor stores", as the department finds feasible
21 for the sale of liquor in accordance with the provisions of
22 this code and the rules made thereunder.

23 (2)(b) The department shall enter into an agency
24 agreement or employ the necessary help to operate said
25 stores and shall designate the duties to be performed by the

1 agent or employees.

2 (c) Once established, a store may not be closed by the
3 department unless:

4 (i) the store is not operating at a profit; and

5 (ii) the closure is approved by the legislature at the
6 next regular session of the legislature following the
7 department's announcement of intent to close the store.

8 (3)(2) The department may from time to time fix the
9 prices at which the various classes, varieties, and brands
10 of liquor may be sold, and prices shall be the same at all
11 state stores."

12 NEW SECTION. Section 2. The narrative to the
13 appropriations for the Department of Revenue, in Section A
14 of Section 17, House Bill 500, Laws of 1985, at page 20 of
15 the enrolled bill and page 1780 of the 1985 Montana Session
16 Laws, is amended to read:

17 "Liquor Division proprietary funds necessary to
18 maintain adequate inventories of liquor and wine and to
19 operate the state liquor operation are appropriated. During
20 the 1987 biennium, the Division shall attempt to return at
21 ~~least 13 percent of a profit on~~ net sales. Net sales are
22 gross sales less discounts and all taxes collected. The
23 ~~Division shall limit operational expenses of the liquor~~
24 ~~merchandising system to not more than 15 percent of net~~
25 ~~sales. Operational expenses may not include product costs,~~

1 freight-charges,-or-expenses-allocable-to-other-divisions-or
2 licensing-bureau-expenses.

3 The Division retains full authority to determine store
4 operating hours and-the-number-and-location--of--stores--and
5 employees. Nonprofitable--or--marginally--profitable--state
6 stores-shall-be-closed-or-converted-to-agency-stores--in--an
7 orderly--manner--Agency--stores--shall--be--closed--if--the
8 Division-considers--them--marginally--profitable--and--other
9 state--stores--or--agencies--are-located-within-a-reasonable
10 distance."

11 NEW SECTION. Section 3. Severability. If a part of
12 this act is invalid, all valid parts that are severable from
13 the invalid part remain in effect. If a part of this act is
14 invalid in one or more of its applications, the part remains
15 in effect in all valid applications that are severable from
16 the invalid applications.

17 NEW SECTION. Section 4. Effective date -- retroactive
18 applicability. This act is effective on passage and approval
19 and applies retroactively, as that term is used in 1-2-109,
20 to occurrences after December 31, 1985.

-End-

DESCRIPTION OF PROPOSED LEGISLATION:

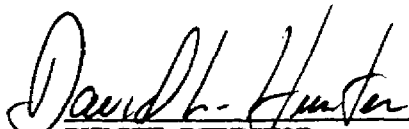
An act preventing the closure of liquor stores operated by the Department of Revenue unless a store is not operating at a profit and such closure has been approved by the legislature in regular session; deleting certain provisions in HB 500 related to liquor stores; providing an immediate effective date and a retroactive applicability date.

ASSUMPTIONS:

- (1) Revenue estimates for liquor profits returned to the general fund for the state liquor operation are \$5.319 million in FY 1986 and \$5.174 million in FY 1987. Liquor excise and license taxes are separate from these profit estimates.
- (2) Under current law, 7 liquor stores would be closed resulting in a savings due to store closures during the current biennium of \$562,100. This savings will result in an equal amount of profits returned to the general fund.
- (3) No liquor stores would be closed under the proposed legislation during the current biennium.
- (4) The language deletion in the proposed legislation on pages 2 and 3 relating to limits on operational expenses would not affect prudent management practices that attempt to minimize costs.
- (5) It is assumed that other expense reduction options of the Division such as reducing commission costs, reducing hours, and changing pricing structures for liquor are not affected by this legislation. If the legislation does impact these options, the fiscal losses would be increased an additional \$1.387 million.

FISCAL IMPACT:

The proposed legislation will decrease liquor store profits returned to the general fund by \$90,800 in FY 1986 and \$471,300 in FY 1987, for a total decrease during the biennium of \$562,100.

 3/26/86
BUDGET DIRECTOR DATE
Office of Budget and Program Planning

PRIMARY SPONSOR

TITLE

Fiscal Note for HB014
as introduced

LONG-RANGE EFFECT OF PROPOSED LEGISLATION:

The proposed legislation will eliminate the Department of Revenue's legislative mandate and therefore its management ability to maintain fixed profit goals for the general fund. If current trends of declining liquor sales and declining profits returned to the general fund continue, the proposed legislation could significantly reduce liquor operation profits.

TECHNICAL OR MECHANICAL DIFFICULTIES:

Current law specifically defines the amount of money that the Liquor Division is to attempt to return to the general fund as profit. The proposed legislation does not define what the Division is expected to use to determine profits or the time-frames within which an individual store's profit is to be measured.

MINUTES OF THE MEETING
BUSINESS AND LABOR COMMITTEE
49TH LEGISLATIVE SESSION
HOUSE OF REPRESENTATIVES

March 26, 1986

The meeting of the Business and Labor Committee was called to order by Chairman Bob Pavlovich on March 26, 1986, at 2:30 p.m. in Room 312-3 of the State Capitol.

ROLL CALL: All members were present with the exception of Reps. Kitselman and Schultz who were excused by the Chairman.

CONSIDERATION OF HOUSE BILL NO. 14: Rep. Jerry Driscoll, District 92, sponsor of the bill, presented it to the committee. He explained the bill and stated that the Legislature last year set the policy that they didn't want state liquor stores closed. The Revenue Oversight Committee asked the department not to close. The only cost to reopening is the freight back from the warehouse to the store. They are still paying the lease and paying their employees. The contract the employees have is that they have 15 days' notice and they are still sitting at home collecting pay.

PROPOSERS: Rep. Budd Gould, District 61, Missoula, passed out an amendment, which is attached as exhibit 1. When the department looked at the stores in Missoula, it was decided that the Lolo store was to be closed. This store has done a fantastic job, and it is one of the few stores in the state that has had increases in sales. People are convenience oriented. Letters have gone out to people that have liquor stores to lower their margin from 10% to 8%. After the legislature passes this, which I hope that you will, a way to get around the agency stores is to drop to 2%. One of the things this committee should be aware of is that the agency liquor stores are looking at the same problems as Rep. Brown's bill is. They are being treated the same as a tavern as far as liability is concerned. We should have a set contract and it is something the legislature should be looking into. Rep. Simon may go to the idea of Oregon's all-agencies type of stores. And we should be looking at the amount of profit that those stores should be making.

Rep. Harrington of District 68, Butte, stated he came to support HB 14, as this is a very important piece of legislation because it gives the Legislature the opportunity to tell the department of revenue that we want something to say about running the liquor stores in Montana. The revenue oversight committee has voted unanimously to wait until the next session before closing any liquor stores. The director of the department of revenue said he would do whatever he wanted to do. Rep. Harrington stated he was in favor of the amendment by Rep. Gould, and hoped the committee would adopt

this amendment. It is important to keep the liquor stores open in the state of Montana. There are leases that only run from month to month, and this is an issue that came up before the revenue oversight committee. Rep. Harrington asked the committee to give this bill a Do Pass, and take it to the next legislative session and give it a lot of consideration.

Senator Manning also appeared as a proponent and stated he is an employee of the State Liquor Division. The original bill came about because of the closing of a store in Great Falls. He stated he had gotten many phone calls from people who are upset because they were not able to give their opinion on this issue.

Rep. Nelson of District 6 stated he had received a telephone call from Tim Birk of Kalispell, and asked Mr. Birk to give his testimony. Mr. Birk read his written testimony, exhibit 2, which is attached. He stated store 195 in Kalispell is one of the stores which was closed and asked the Liquor Division to reconsider the decision to close profitable stores.

Rep. Marks of District 75 stated he was not appearing as either a proponent or an opponent. He submitted a letter from the Legislative Auditor, Scott A. Seacat, which is attached as Exhibit 3, along with a review of support for liquor store closures by the Department of Revenue. As far as the figures the Department gave them are, the calculations are sound. He stated he was not defending the Department, but thought the committee might be able to use the information.

Don Judge, representing the Montana AFL-CIO, stated this is a foul time to take this up, very inappropriate to do this at this time. He further stated Rep. Gould's amendment should be approved by the committee.

Rep. Paul Pistoria, District 36, Great Falls, also appeared in support of the bill. He stated he never thought this bill would ever come up, and that he attended the Oversight Committee. He said he challenges anyone, especially the Governor and John LaFaver where they could compare 2% with revenue. It is just like earmarking funds. He stated he is against closing of stores, as right now it is the only thing that is giving revenue, and suggested telling the Governor and John LaFaver to take orders from the Legislature. He asked that this bill be passed and do a favor to the people of Montana. Rep. Pistoria submitted written testimony (Exhibit 4) of his testimony before the Revenue Oversight Committee on February 21, 1986. This is attached.

Patti Scott, co-owner of the building that leases the state store in East Helena, appeared as a proponent of the bill. She presented written testimony (Exhibit 5) asking for support of this legislation and to stop Mr. LaFaver from closing of the liquor stores. She felt this is a decision for the Legislature to make, not a monthly paid state employee. Senator Fuller is going to be meeting with the committee on audits. There are so many other options other than closing the stores. She further stated that she feels the reason her store was closed is that they were so vocal in opposing the plan, and they wanted them out of the way. She finished by saying that if the Legislature supports this bill, it is saying that they will wait until the 1987 session to vote on it.

Ray Trudel of the United Food & Commercial Workers International Union, appeared as a proponent of HB 14. They have displaced nineteen or twenty employees, six or seven will be transferred to other stores and will have reduced hours. It is contrary to the Governor's "Build Montana" by putting people on welfare. He does not agree with the reasoning for some of the stores closing, especially those stores that are showing profit.

Mike Grunow, the Lolo agent, appeared in support of the bill. He provided written testimony which is attached as Exhibit 6. This shows that his store has produced almost \$1/2 million revenue to the state, and he felt it was not very good business to close his business. He stated that the problem is that two or three people in Montana have said he is expendable, and that it is not fair that they have the right to control someone's livelihood. He also presented a petition with over 1,400 signatures from people who want his store to remain open (Exhibit 7). In closing he said he has always heard that the small businessman is the backbone of this state, and that the legislature would lose a lot of pride from their constituents if they let this happen. He proposed that this be addressed in the 1987 Legislature.

Robert VanDerVere, representing himself, also appeared in support of HB 14. He stated he does not drink, but the liquor stores are making a profit for the state. He asked that this bill be passed as the state needs the revenue.

Hal Bevins of Walkerville, appeared in support of HB 14. He said Walkerville is an incorporated city, and he doesn't think it was really looked up which store should be closed. It is the only store in the area that has handicapped parking. They have only got four businesses up there now.

Dan Faulkner, Agent, Walkerville Liquor Store, presented

written testimony (Exhibit 8) in support of HB 14. He said that in two years he had converted the store to a profitable one. He is open six days a week - he is open on Mondays. It is a convenience to the public, and Mondays are the best days, but no one seems to be listening when he says Mondays are the best days.

OPPONENTS: John LaFaver, Director of the Department of Revenue, appeared in opposition to HB 14. He presented written testimony, which is attached as Exhibit 9. He stated that it is true that the Department is earning a profit. Thirteen years ago they started a slide, and liquor profits have fallen every year. The liquor system has worked hard within the confines they had to keep it from falling. He further stated he sympathizes with the sponsors of the bill, and the people outnumber him 20 to 1. It is not a happy situation. These kinds of decisions will be presented in a statewide way.

There were no further opponents to HB 14. Rep. Driscoll closed by asking the committee to put this off until the 1987 session to address it. There were a lot of laws passed in the last session on drunk driving and they caused the liquor sales to decline. HB 500 said a 13% profit must be made. It is a policy decision and there are a lot of businesses in the state making money. People are getting laid off, they are scared, and they have no other place to go.

DISCUSSION OF HOUSE BILL NO. 14: Rep. Simon asked Rep. Driscoll if Page 2, line 5 suggests that every time the Department wants to close a store, the Legislature would have to take each one at a time, and approve each one individually. Rep. Driscoll replied that something has to be done in the 1987 session, different than the last session, and felt it was important to wait until the next session so that the situation could be reviewed.

Rep. Simon then asked Patti Scott if during the last four years she had some information that the state did an analysis of her store, and that if it had been an agency store it would show more profit. Ms. Scott replied yes, that if it were an agency store, they could have given more profit to the State, and that she doesn't know why they didn't let them become an Agency store vs. a State store.

Rep. Simon asked her how many square feet she had in her store, and she replied 2,500, with a total sales of \$296,000 for FY 1985. Rep. Simon also asked the gentleman from the Lolo store the same question. Mr. Grunow replied that he had 1,000 square feet, with total sales of \$383,000 for FY 1985.

Rep. Simon asked Mr. LaFaver if all the assumptions made on the auditor's analysis are correct, and he also wanted to know what happens to the leases that are on the existing stores. Can the Department just cut them off? Mr. LaFaver stated that there is a provision that the state has a thirty day out if they are not going to operate a liquor store. The Department has to lay out the rationale. From a legal standpoint, most of the leases can be stepped out of with a thirty-day notice.

Rep. Simon then asked if the Department is proposing to change Agency stores from 10% to 8%, how many stores would survive. Mr. LaFaver replied he hoped all would be able to. There might be some that might have to combine with a grocery store.

Rep. Simon also asked why the Department chose the Walkerville store in lieu of the Butte #2 store. Mr. LaFaver replied that instead of closing two stores in Kalispell, Helena, Butte, they closed only one in those areas. They listened a lot to the letters and phone calls they received, and there was much more concern with closing the uptown store. If any store should close, it should not be that one.

Rep. Simon said he had heard testimony in Rep. Quilici's committee on how important it was to keep Walkerville open. Mr. LaFaver replied that closing the Walkerville store improves the profit picture in a big way. The public would be much more inconvenienced by closing the uptown store than the Walkerville store.

Rep. Simon asked what sort of liability the Department has for their employees, and what sort of requirements will they have. Mr. LaFaver replied that when they have a reduction in force, these people have a priority in terms of state-wide. The Department has been able to find work for most of those people. They have laid out that same sort of commitment to those people involved here.

Rep. Simon also asked how many Agents can survive on 8%, to which Mr. LaFaver replied that he can't answer.

Chairman Pavlovich adjourned at 4:00 p. m., and told the committee they would reconvene ten minutes after the Floor is adjourned for the day.

Rep. Harrington wanted it known that he did not want either store to be closed.

The meeting was called back to order at 5:00 p. m.

Rep. Thomas commented to Mr. LaFaver about the Missoula stores, and stated he had made it clear to the Department of Revenue that he feels cutting profit back to 8% is the

wrong way of going about it. That by going through with the 8% commission, it would bring the Lolo store within the same ration as the two Missoula stores. He wished one of the two Missoula stores could have been closed. It would have been more cost effective than the Lolo store. The problem with the Lolo store is that it is being taken out of a community. There is a demand, and now it is not available there. Everyone of those towns are a separate entity. The store is in a perfect spot and is building into a nucleus. If the commission cut goes through, it is negligible for a small community.

Mr. LaFaver answered that the bottom line is that profits are falling and if the Department doesn't do it soon, it is going to be every store in the state. If the stores don't make a profit, there won't be a liquor system. Within three to four years they will be out of business and it won't be just the seven stores, but all the stores.

Rep. Thomas said his question was what would we go to, would we go to an Agency store? Mr. LaFaver replied no, that only the state of Oregon has done this and they are very unhappy with it. The entire system has very serious problems. The alternative from a cost effective standpoint that would make any sense is to go to Wyoming, where the state wholesales and the bars and taverns are the only sellers of liquor.

Rep. Bachini asked Mr. LaFaver if it is possible that the Department will have a liquor store operating at a lower percentage than they are now. Mr. LaFaver answered that there are two types of stores. Some of the stores that they are recommending to close have a higher profit margin than others. They are going to do everything they can to operate the system. When looking at multi-outlet towns where there are only five blocks from one store to the other, that is where the sales would migrate to other stores. You can't use as a criteria only profit but you have to see where the store will move to.

Rep. Bachini then asked Mr. LaFaver what he considers an inconvenience to the public as to mileage to go to the liquor store, and what is the Department looking for as a maximum. Mr. LaFaver replied that the maximum is the Lolo store. From the Southgate to Lolo is the furthest.

Rep. Ellerd told Mr. LaFaver that he doesn't find any objection with the action, and asked if the 10% to 8% would be offset by increasing the price of liquor in the liquor store. Mr. LaFaver replied that part of this proposal is to restrict the price markup. Right now there is a 40% markup, but they do not cover their administrative expenses on many of the products that they sell on that 40%.

Rep. Ellerd then asked if the Department has the right to raise prices or does it have to be through the Legislature. Mr. LaFaver answered that it has to be through the rule-making process. Oregon and Washington are higher than Montana, Wyoming is marginally lower on certain products. However, Mr. LaFaver said he had not seen a recent price compilation. Rep. Pavlovich said that basically Montana is high.

Rep. Driscoll said that in the audit, \$500,000 was used to pay inspectors of liquor stores. Mr. LaFaver said that is a matter of legislative action. It does not make any difference if it is put in the general fund. The Legislature has looked at it and has chosen to leave it as it is.

Mr. Driscoll said that in the original proposal, the Evergreen store was proposed to be closed, and he wondered why the Department changed to the Lolo store.

Mr. LaFaver replied that the Evergreen store was not shut because a policy decision was made.

Rep. Driscoll asked Mr. Grunow of the Lolo store what the terms of his lease is, how many years. Mr. Grunow answered that it was ten years, to expire in 1989. He said there is a written contract between himself and the state of Montana and that is going to be tested. He further stated he bought space, hired people, etc., based on this agreement, and he feels he has some rights.

Rep. Kadas asked Mr. LaFaver what his next step would be, following his logic. Would he close more stores to get all the marketing down to one store. Mr. LaFaver replied that there is no way they would do that. It isn't going to work to serve Missoula out of one store. That issue was posed to him at a special hearing. This strategy will do what the Department wants to do. If they can get this down this year and next year, they have solved this situation of falling sales and falling profits. If they move this way for a long term, they will have it solved. They are not looking at closing more stores but they are going to be saving \$2 million. Nationwide, the projections are not that sales will fail.

Rep. Kadas asked if he was basing this on the Kalispell graph or something else. Mr. LaFaver said they are basing it on Helena, Kalispell, Missoula, Bozeman, and Great Falls sales continuing in those market areas, the Legislative Auditor took a good look at that analysis that by altering the number, you do very little to the sales volume.

Rep. McCormick asked Mr. LaFaver who came up with the 13%.

Mr. LaFaver answered that the Fiscal Analyst, in writing in the Appropriations Act, wrote in the 13%. The Liquor Division, unlike any other operation in the state, does not have a dollar limit on what it can spend, but they can't spend more than 15% of sales.

Rep. Glaser asked Mr. Faulkner from Walkerville if he felt he had a good faith with the state, and Mr. Faulkner replied yes. He said his contract was a five year contract. Rep. Glaser asked him if he had planned his life around this contract, to which Mr. Faulkner also replied yes. Rep. Glaser then asked Mr. Faulkner what kind of warning he had from the Department of Revenue, and Mr. Faulkner said he received a sixty-day notice, and that the media was his source of information.

Rep. Glaser asked Patti Scott of East Helena if she had good faith with the state, to which she replied yes, and that she had a five year agreement, and a five year lease. It was a good investment at the time. Rep. Glaser asked her also what kind of warning she had of the change. She replied that she learned about it in September through the grapevine, and in November the Oversight Committee unanimously rejected the proposal and moved that no stores be closed until the 1987 session had a chance to review the matter. Two weeks ago today she received official notice for thirty days.

Rep. Simon asked Mr. LaFaver if he was aware of the study that the Department had done in comparing the East Helena store, if it had been an agency store. Mr. LaFaver said if it had been converted to an agency store, it would be marginal as to the margin of profit even if they pay ten percent to the agency.

Rep. Simon stated to Mr. LaFaver that the Department knew it would make more profit for the next four years if it would have made more money, so why didn't they convert it to an agency store. Mr. LaFaver replied that he wasn't here four years ago, and that they are following the advice of the Legislative Auditor.

Rep. Simon asked Mr. Seacat, Legislative Auditor, what his findings mean so that they understand if he is supporting their criteria or defining their criteria. Mr. Seacat replied that they received a request from Rep. Marks. They have not looked at specific numbers, if these numbers are true, the calculations are accurate.

Rep. Simon said that the assumption in the report that the Department used is a monopoly that if one store is closed, all the business would go to the other store. Mr. Seacat answered that it is a summary, and that they did not recommend closing the East Helena store, and that this report is only an audit.

Chairman Pavlovich asked Mr. LaFaver when the \$13 million was mandated, to which Mr. LaFaver replied he believed it was 1977. Rep. Pavlovich then asked him when he worked for the Legislative Fiscal Analyst and Mr. LaFaver replied 1974 to 1981. Rep. Pavlovich also asked Mr. LaFaver if when he worked in the Department, did he bring up the \$13 million mandate, and Mr. LaFaver replied yes.

Rep. Pavlovich then asked Mr. LaFaver if he would have any objections if the Legislature took away the \$13 million and 13% and only say 'making a profit', to which Mr. LaFaver replied that he would have strong objections to it.

DISPOSITION OF HOUSE BILL NO. 14: Rep. Driscoll moved that HB 14 DO PASS. He explained that the reason the language was stricken from 13% to 15% was because Governor Schwinden requested it.

Rep. Driscoll then moved to amend page 2, line 4 by striking 'and', and inserting 'or. Question being called for, motion PASSED unanimously.

Rep. Driscoll then moved Rep. Gould's amendment. Question being called for, motion PASSED with Rep. Ellerd and Rep. Brandewie voting no. Rep. Kitselman, who was excused, wanted it on record that he had voted yes on both issues.

Rep. Glaser said that in less than 90 days we are going to be back here, and that it is essential that we remain in go covenant with the people that we represent. It appears we have a man out there who can't keep in good covenant with these people we represent, and it bothers me. He said he was going to support Rep. Driscoll's bill.

Rep. Kadas moved to use the same termination as Rep. Gould for the whole bill, of July 1, 1987.

Rep. Ellerd said he doesn't want to raise people's taxes to offset these programs, and he said he was going to vote against this bill. When we come back in June it has to be by cutting expenditures or raising taxes. He further stated that he felt sure that John LaFaver doesn't like the position he has been put into. Rep. Ellerd also said it was hard for him to vote against the young man whose livelihood is being taken away, or the farmer.

Question was called for on Rep. Kadas amendment on termination date, and motion PASSED unanimously. The record shows that Rep. Kitselman also voted yes.

Rep. Simon stated he was concerned about the stricken language on page 3. Rep. Brandewie said that we are taking away all the other options. We are not requiring showing profit, and he sympathizes with all the people who are

going to lose their jobs. The Legislature gave them the mandate to try to do it, and now we are wanting them to do it in a businesslike manner.

Rep. Simon questioned if we had stricken the ability for the Department to create agency stores if we strike all the language, and wondered if there would be any problem with reinserting the language.

Rep. Driscoll said that marginally profitable is hard to define.

Rep. Kadas suggested reinserting rest of line 4, page 3, except 'and the number', and following '~~distance~~', insert and location of stores may be converted to agency stores in an orderly manner. Rep. Simon moved the amendment. Question being called for, motion PASSED unanimously.

Rep. Kadas stated he agreed with Rep. Brandewie, that we are going to be back in two months and we are going to be laying off more people than what we are looking at here. There has been so little notification to the people involved and that disturbs me the most.

Rep. Simon said he was disturbed about the potential income being given up. There is a potential loss with the state for potential lawsuits. He felt the Legislature should look at it at the next session, and said he does not like the bill, but would support it.

Rep. Glaser said that in June every state employee in the state of Montana will be in jeopardy. The others think that what the Department has done is no better than BN.

Rep. Driscoll said that the people have been told if they work hard and make the state a profit, they will have a job, and they did that. They thought they had a job, they were friendly, and now they don't have the job because they are not making the desired profit even if they are making a profit. He questioned how many people are in fact making what they want to make. Laying off people is not the answer. The Auditors have made a glorified fiscal note, \$20 - 80,000 is not recognized in the fiscal note.

Rep. Bachini said that in looking at these figures, which figures are correct. He said he has seen different figures, and that he has to go with the bill.

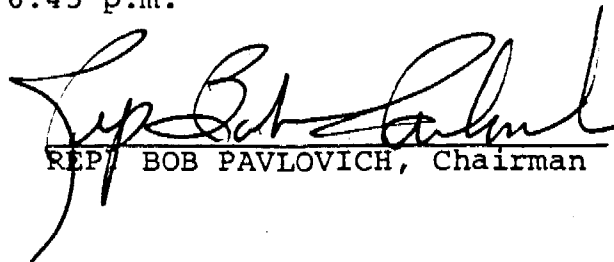
Rep. Ellerd said that we know the bill is going to pass, but I am not supporting the bill. He suggested to Rep. Driscoll to go down to the second floor and blame the Governor. Rep. Ellerd said he was sticking up for the Governor, that he is only talking about John LaFaver. He felt the Legislature will be sick when they get back here

for the next special session. We are going to have to cut our own wages. We can't operate the way we are.

Rep. Wallin said that if this bill passes, it is a good way to get Rep. Simons' bill back. If the liquor business doesn't make any money, he is doomed.

Question was called for on the motion of DO PASS AS AMENDED. Motion CARRIED, with Representatives Wallin, Thomas, Brandewie, Keller and Ellerd voting no. Rep. Kitselman, who was excused, voted yes.

There being no further business to come before this committee, the hearing was adjourned at 6:45 p.m.



REP. BOB PAVLOVICH, Chairman

DAILY ROLL CALL

BUSINESS AND LABOR

COMMITTEE

49th LEGISLATIVE SESSION -- 1986

SECOND SPECIAL SESSION

Date March 26, 1986

NAME	PRESENT	ABSENT	EXCUSED
Rep. Bob Pavlovich, Chairman	✓		
Rep. Les Kitselman, V-Chairman			✓
Rep. Bob Bachini	✓		
Rep. Ray Brandewie	✓		
Rep. Jan Brown	✓		
Rep. Jerry Driscoll	✓		
Rep. Robert Ellerd	✓		
Rep. William Glaser	✓		
Rep. Stella Jean Hansen	✓		
Rep. Marjorie Hart	✓		
Rep. Ramona Howe	✓		
Rep. Tom Jones	✓		
Rep. Mike Kadas	✓		
Rep. Vernon Keller	✓		
Rep. Lloyd McCormick	✓		
Rep. Jerry Nisbet	✓		
Rep. James Schultz			✓
Rep. Bruce Simon	✓		
Rep. Fred Thomas	✓		
Rep. Norm Wallin	✓		

STANDING COMMITTEE REPORT

March 26, 1986

Mr. Speaker: We, the committee on BUSINESS AND LABOR

report HOUSE BILL NO. 14

☒ do pass
☐ do not pass

☐ be concurred in
☐ be not concurred in

☒ as amended
☐ statement of intent attached

Page 1 of 2

Chairman

PREVENTING THE CLOSURE OF LIQUOR STORES OPERATED BY THE DEPARTMENT OF REVENUE UNLESS A STORE IS NOT OPERATING AT A PROFIT.

BE AMENDED AS FOLLOWS:

1. Title, line 10.

Following: ";

Insert: "PROVIDING THAT THE DEPARTMENT OF REVENUE MAY NOT CHANGE THE RATE OF COMMISSIONS PAYABLE FOR THE OPERATION OF AGENCY LIQUOR STORES UNTIL JULY 1, 1987, TO ALLOW THE 30TH LEGISLATURE TO EXAMINE THE ISSUE OF AGENCY STORE COMMISSIONS;"

2. Title, line 12.

Strike: "AND"

3. Title, line 13.

Following: "line-12"

Strike: "AND"

Insert: ";

Following: "DATE"

Insert: ", AND A TERMINATION DATE"

4. Page 2, line 4.

Strike: "and"

Insert: "or"

5. Page 3, line 10.

Following: "distance"

Insert: "and location of stores and employees. Nonprofitable state stores may be converted to agency stores in an orderly manner."

6. Page 3.

Following: line 10

Insert: "NEW SECTION. Section 3. Change prohibited in rate of commissions payable for operation of agency liquor stores -- legislative consideration. To facilitate legislative examination of the operation of agency liquor stores, the department of revenue may not change the rate of commissions payable for such operations until July 1, 1987. All such commissions must remain in effect as they were on January 1, 1986."

Renumber: Subsequent sections

FIRST reading copy (WHITE color)

March 26, 1986

7. Page 3, line 18.
Following: "applicability"
Insert: "-- termination"
Following: "."
Insert: "(1)"

8. Page 3
Following: line 20
Insert: "(2) This act terminates on July 1, 1987."

AMEND HOUSE BILL 14 INTRODUCED COPY:

1. Title, line 10.

Following: ";

Insert: "PROVIDING THAT THE DEPARTMENT OF REVENUE MAY NOT
CHANGE THE RATE OF COMMISSIONS PAYABLE FOR THE
OPERATION OF AGENCY LIQUOR STORES UNTIL JULY 1, 1987,
TO ALLOW THE FIFTIETH LEGISLATURE TO EXAMINE THE ISSUE
OF AGENCY STORE COMMISSIONS;"

2. Title, line 12.

Strike: "AND"

3. Title, line 13.

Following: "line 12

Strike: "AND"

Insert: ","

Following: "DATE"

Insert: ", AND A TERMINATION DATE FOR COMMISSION PROVISIONS"

4. Page 3.

Following: line 10

Insert: "NEW SECTION. Section 3. Change prohibited in rate
of commissions payable for operation of agency liquor
stores -- legislative consideration. To facilitate
legislative examination of the operation of agency
liquor stores, the department of revenue may not change
the rate of commissions payable for such operations
until July 1, 1987. All such commissions must remain
in effect as they were on January 1, 1986."

Renumber: Subsequent sections

5. Page 3, line 18.

Following: "applicability"

Insert: "-- termination"

Following: "."

Insert: "(1)"

6. Page 3.

Following: line 20

Insert: "(2) Section 3 terminates on July 1, 1987."

lh:AT1\DW3\LEE\HB14AMD.SS2

THE STATE OF MONTANA vs. THE STATE OF MONTANA
as the ~~General~~ Tourist Industry in Grinnell.

Exhibit 2
March 26, 1986
HB 14
Rep. Driscoll

Advertising - would not pay 20% to John P. Lichal
Revolving Sec.

Tim Birk
P.O. Box 1339
Kalispell, Mont.
59903

March 22, 1986

Administrator, Liquor Division
Montana State Dept. of Revenue
Room 375
Sam W. Mitchell Building
Helena, Mont. 59601

Dear sir:

During the summer of 1980 my partner Bob Arndt and I responded to a solicitation for space to build and lease a special purpose building as a state liquor store on Kalispell's South Side. This area was selected because of the concentration of tourist facilities within the area. Since its opening, this store has shown continuous profits.

On September 1, 1984 the initial lease expired. Since that time Bob and I have gotten contradictory reports as to what was actually going to happen with the State and our building.

We were lead to believe that while the store was profitable there was little doubt that the lease would continue as long as the State remained in the liquor business.

On the 14th of March I had the opportunity to talk with John LaFaver when he visited store 195 in Kalispell. After reviewing the store we talked briefly and he indicated that he would review the closure of this store. Three days later I received an unsigned copy of a letter dated March 14 terminating the lease and closing the store.

I feel that the Liquor Division is damaging itself in two ways:

- (1) The loss of revenue from sales of liquor from this store.
- (2) Damage to the credibility of the State for dealing such a cavalier manner with the lessor and its own employees.

If the State of Montana feels that the closure of this store is necessary, I would ask two things:

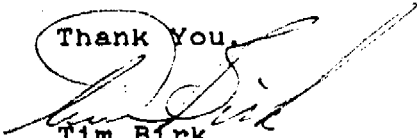
- (1) That sufficient notice of the termination of lease be given to find a suitable tenant for such a special purpose building.

(2) That information regarding leases not released to the press before lessors are notified.

The State of Montana has been advocating the "Build Montana" program for the past several years. The purpose of this campaign is to encourage economic development and investment. With this single closure two and one-half jobs have been eliminated, and this building, constructed for the State, faces foreclosure.

I hope that the Liquor Division will reconsider the decision to close profitable stores.

Thank You.


Tim Birk

TRB: cm

March 26, 1986
H13 14
Rep. Driscoll

STATE OF MONTANA

Office of the Legislative Auditor

STATE CAPITOL
HELENA, MONTANA 59620
406/444-3122

DEPUTY LEGISLATIVE AUDITORS:

JAMES GILLET
FINANCIAL COMPLIANCE AUDITS

JIM PELLEGRINI
PERFORMANCE AUDITS

LEGAL COUNSEL:

JOHN W. NORTHEY



SCOTT A. SEACAT
LEGISLATIVE AUDITOR

March 26, 1986

Representative Bob Marks
House of Representatives
State Capitol
Helena, MT 59620

Dear Representative Marks:

Attached is our preliminary analysis of the documentation and support provided by the Department of Revenue for the closing of seven state liquor stores.

In addition, we have been requested to do a follow-up to the performance audit done by our staff of the Liquor Division in 1982. This follow-up will be completed before the Legislative Audit Committee meeting in May 1986.

If I can provide further assistance regarding this matter, please contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott A. Seacat".
Scott A. Seacat
Legislative Auditor

SAS/js21

Attachment

OFFICE OF THE LEGISLATIVE AUDITOR

REVIEW OF SUPPORT FOR LIQUOR STORE CLOSURES
BY THE DEPARTMENT OF REVENUE

March 1986

BACKGROUND

State liquor profits as measured in 1985 dollars are the lowest they have been since the establishment of the state liquor enterprise in 1934. The primary reason cited for the reduction in liquor profits is the decline in sales and consumption of alcohol. The decline is considered a result of lost table wine sales, drunk driving laws, third-party liability decisions, increased competition from other beverages, emphasis on health and fitness and intensified publicity surrounding the social and economic costs of alcohol abuse. In an attempt to reverse the decline in liquor profits, the Department of Revenue has adopted a four-part plan comprised of the following:

1. close stores in multi-store market areas,
2. restructure prices,
3. inventory control, and
4. reduction in store hours

This report addresses the action to close stores in multi-store market areas.

Liquor Division Analysis

First of all, an analysis by the Department of Revenue was done to identify the relationship between the number of liquor store and total sales in each of the seven major market areas. The analysis plotted the following:

1. total sales,
2. sales of the initial store(s), and
3. sales of the additional stores.

The results showed that in all seven areas there appeared to be no significant increase in total sales following the opening of a new store in the area. Rises in sales at the new stores appeared to be strongly associated with declines in sales at the other stores. Therefore, evidence suggests that the opening of new stores merely shifted, rather than increased sales (see Attachment A).

Criteria Used to Identify Stores

The department identified seven multi-store market areas in which store performance would be analyzed:

1. Butte market area - 3 stores
2. Kalispell market area - 3 stores
3. Billings market area - 4 stores
4. Helena market area - 3 stores
5. Bozeman market area - 2 stores
6. Great Falls market area - 3 stores
7. Missoula market area - 2 stores

A profit margin (net profit divided by net sales) and expense ratio (total expense divided by net sales) was calculated for each store in the seven market areas. In five of the market areas, the store with the lowest profit margin and highest expense ratio was picked for closure. In two of the market areas (Butte and Great Falls), the store with the second lowest profit margin and second highest expense ratio was selected rather than the lowest. The decision was based on public comment, community support, liquor licensee sales (taverns, bars, etc.) and licensee support.

Analysis and Assumptions

An analysis was done by the department to calculate the savings the division would have realized during fiscal year 1984-85 if the seven stores identified had been closed (see Attachment B). The division used the following assumptions:

1. The trend identified when additional stores were opened will be reversed and operating costs will be saved with very little loss in sales.
2. A total of 3½ FTE from the closed stores will be assigned to the remaining stores in the seven market areas.
3. Administrative overhead will be reallocated from the stores closed to the remaining stores.
4. Freight expense for closed stores will be reallocated to the remaining stores.

5. The Bozeman store's lease would have to be paid until the end of the lease term (1990).

Using the same assumptions, the division calculated the savings for the remainder of fiscal year 1985-86 and all of fiscal year 1986-87. The division also assumed all stores would be closed on May 15, 1986, and expenses would increase by 4 percent due to inflation (see Attachment C).

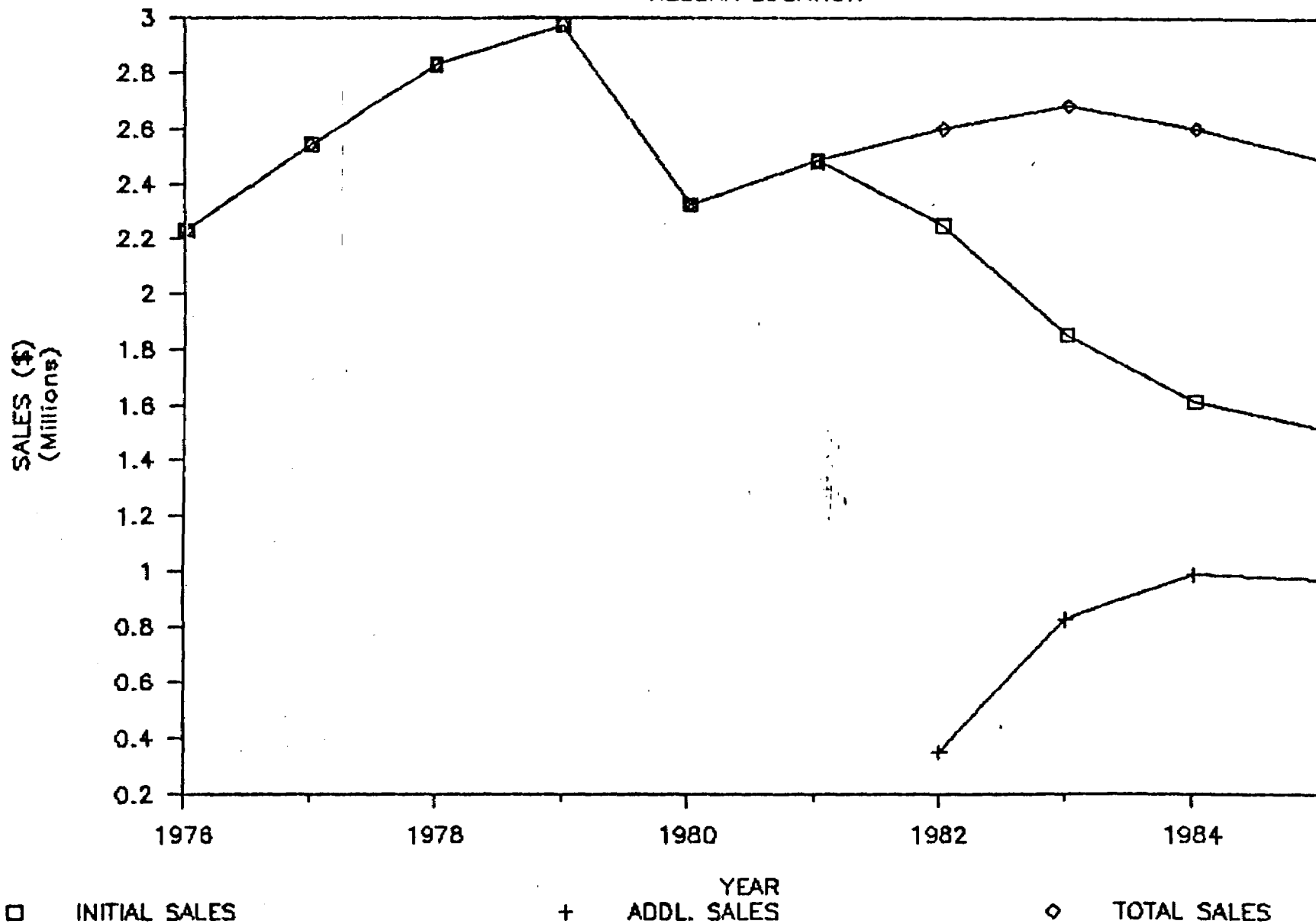
Based on this analysis the Liquor Division would save \$90,800 in fiscal year 1985-86 and an additional \$471,300 in fiscal year 1986-87.

Conclusion

Based on the calculations presented and if all of the assumptions hold true, we believe the projected analysis done by the Liquor Division is accurate.

TOTAL LIQUOR STORE SALES

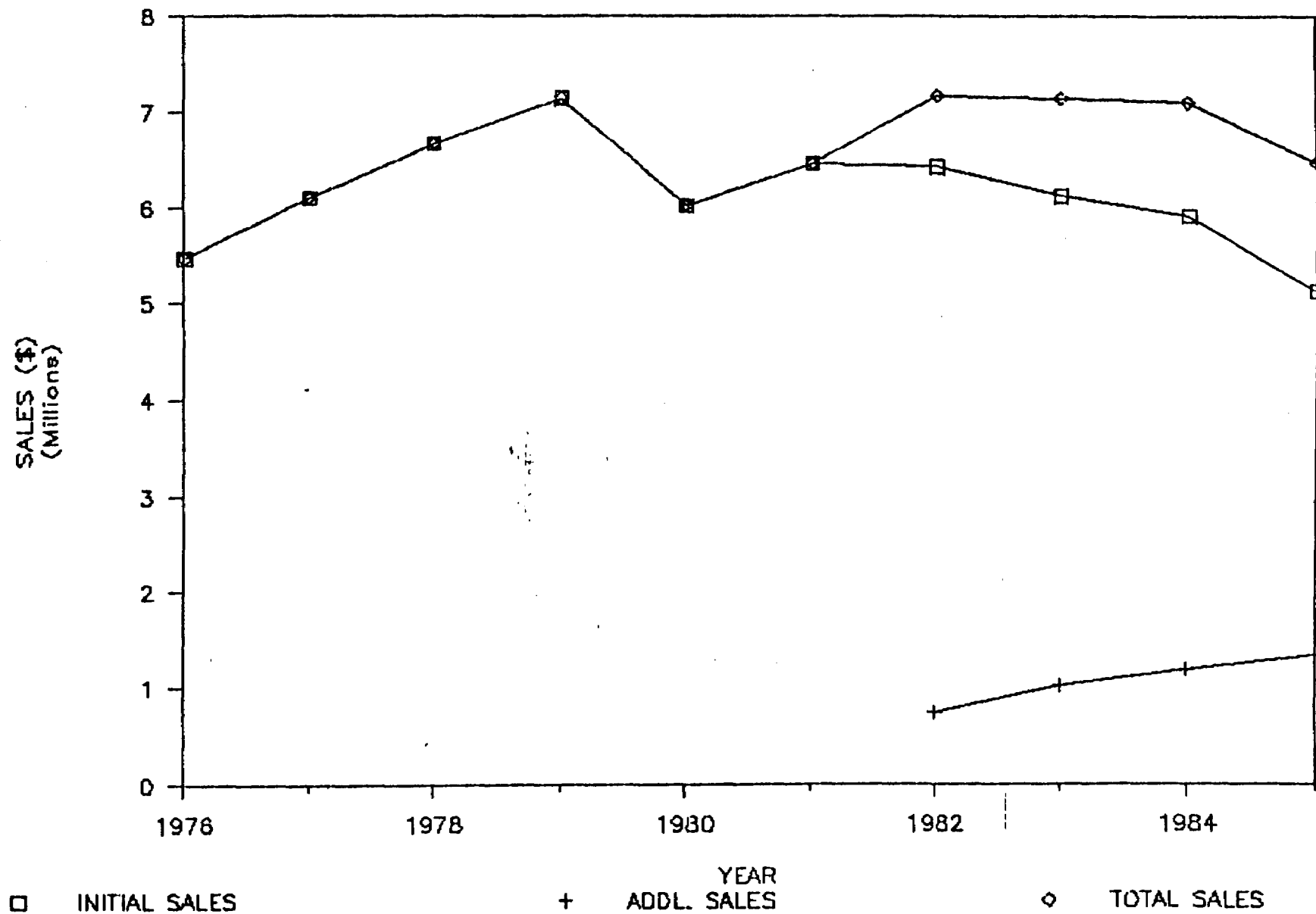
HELENA LOCATION



TOTAL LIQUOR STORE SALES

BILLINGS LOCATION

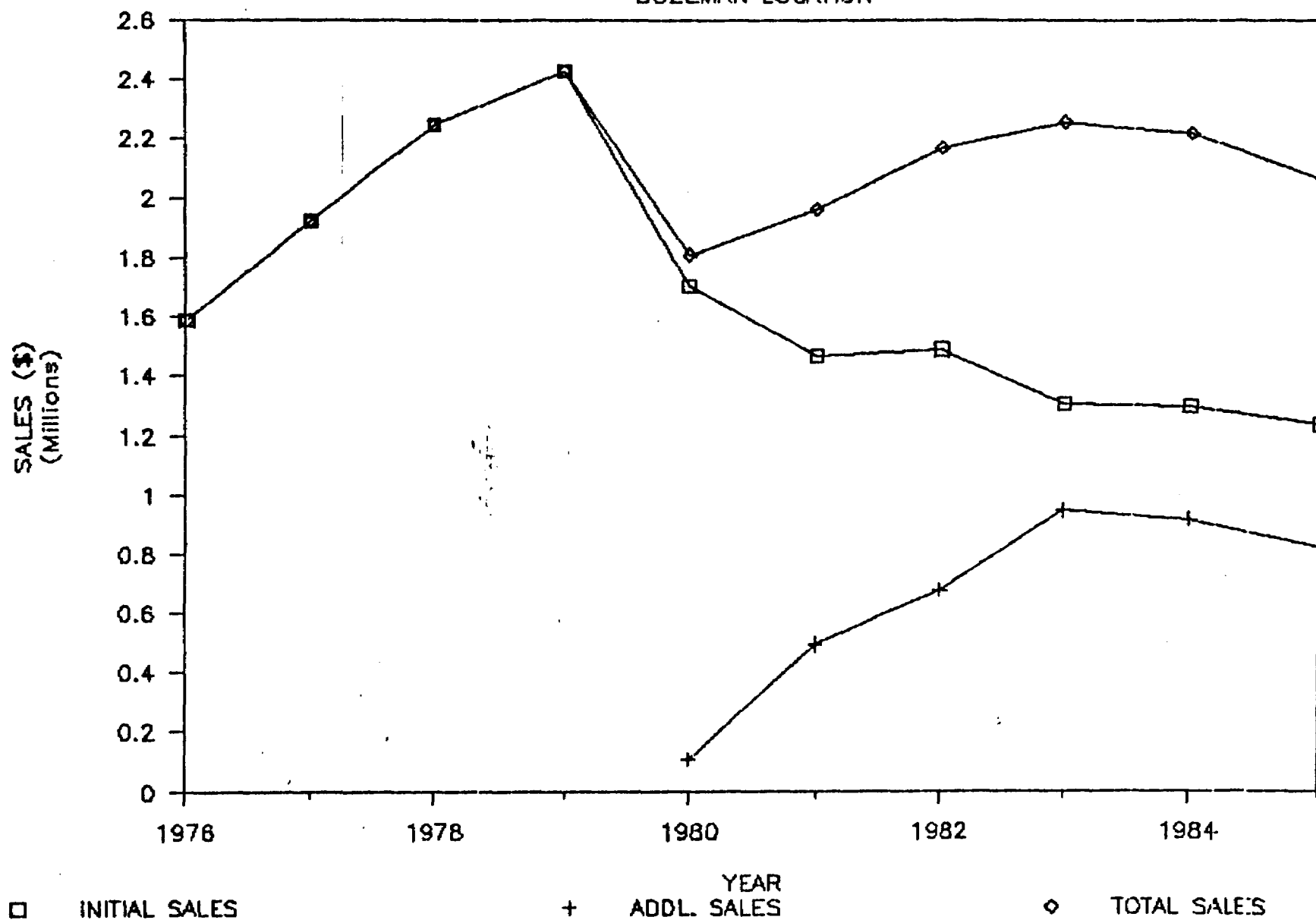
Source: Department of Revenue



TOTAL LIQUOR STORE SALES

BOZEMAN LOCATION

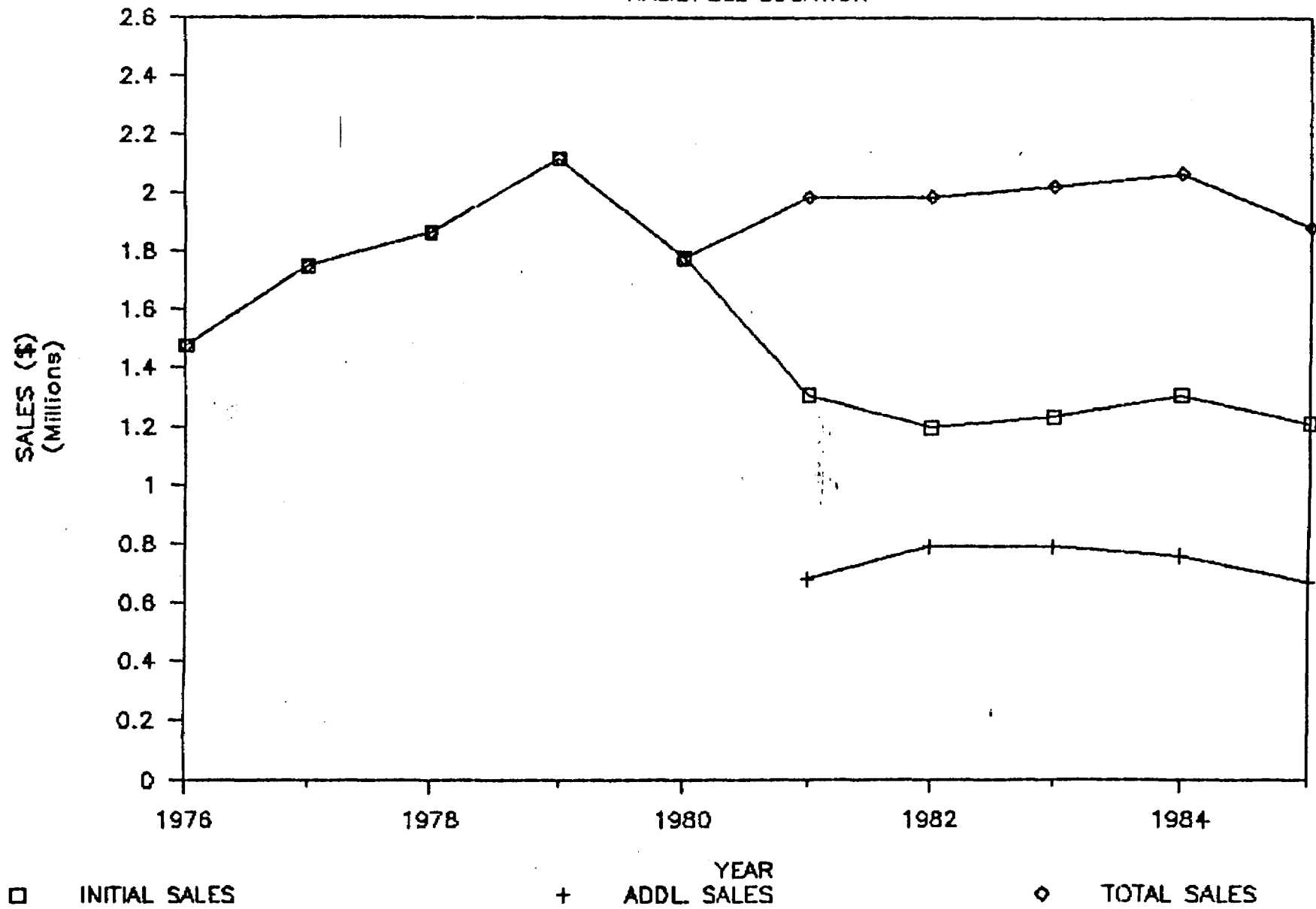
Source: Department of Revenue



TOTAL LIQUOR STORE SALES

KALISPELL LOCATION

Source: Department of Revenue



CLOSURE OF 5 STATE STORES AND TWO AGENCIES OUTLETS

CLOSE-7 STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE	ESTIMATED COST DECREASE
***** KALISPELL MARKET AREA *****								
KALISPELL 12	162,975	\$967,815	\$140,374	14.50%	\$138,846	14.35%		
KALISPELL 195	84,539	\$536,010	\$37,825	7.06%	\$114,686	21.40%		
EVERGREEN 67	34,896	\$205,288	\$28,529	13.90%	\$31,922	15.55%		
	282,410	\$1,709,113	\$206,728	12.10%	\$285,454	16.70%		
KALISPELL 12	247,514	\$1,503,825	\$280,049	18.62%	\$151,685	10.09%		
EVERGREEN 67	34,896	\$205,288	\$25,577	12.46%	\$34,874	16.99%		
	282,410	\$1,709,113	\$305,626	17.88%	\$186,559	10.92%	\$98,898	\$98,895
***** BUTTE MARKET AREA *****								
BUTTE 2	101,599	\$586,956	\$53,304	9.08%	\$118,442	20.18%		
BUTTE 116	177,150	\$1,124,156	\$157,402	14.00%	\$164,531	14.64%		
WALKERVILLE 137	50,584	\$306,792	\$35,142	11.45%	\$51,823	16.89%		
	329,333	\$2,017,904	\$245,848	12.18%	\$334,796	16.59%		
BUTTE 2	152,183	\$893,748	\$130,821	14.64%	\$127,891	14.31%		
BUTTE 116	177,150	\$1,124,156	\$157,402	14.00%	\$164,531	14.64%		
	329,333	\$2,017,904	\$288,223	14.28%	\$292,422	14.49%	\$42,375	\$42,374
***** BILLING MARKET AREA *****								
BILLINGS 3	264,318	\$1,648,198	\$254,298	15.43%	\$216,041	13.11%		
BILLINGS 4	325,959	\$1,691,781	\$233,547	13.80%	\$234,728	13.87%		
BILLINGS 5	126,696	\$748,875	\$80,277	10.72%	\$130,525	17.43%		
BILLINGS 196	179,959	\$1,071,553	\$156,682	14.62%	\$147,973	13.81%		
	896,932	\$5,160,407	\$724,804	14.05%	\$729,267	14.13%		
BILLINGS 3	327,666	\$2,022,636	\$341,215	16.87%	\$234,525	11.60%		
BILLINGS 4	389,367	\$2,066,219	\$319,770	15.48%	\$253,927	12.29%		
BILLINGS 196	179,959	\$1,071,553	\$151,019	14.09%	\$153,636	14.34%		
	896,932	\$5,160,407	\$812,005	15.74%	\$642,088	12.44%	\$87,201	\$87,179
***** BOZEMAN MARKET AREA *****								
BOZEMAN 9	173,416	\$995,367	\$131,489	13.21%	\$153,743	15.45%		
BOZEMAN 193	111,977	\$661,570	\$74,144	11.21%	\$115,587	17.47%		
	285,393	\$1,656,937	\$205,633	12.41%	\$269,330	16.25%		
BOZEMAN 9	285,393	\$1,656,937	\$280,660	16.94%	\$194,306	11.73%	\$75,027	\$75,024

Source: Department of Revenue

CLOSURE OF 5 STATE STORES AND TWO AGENCIES OUTLETS

CLOSE-7	FY85	FY85	FY85	FY85	FY85	FY85	ESTIMATED	ESTIMATED
STORE	UNIT	NET	NET	PROFIT	TOTAL	EXPENSE	PROFIT	COST
	SALES	SALES	PROFIT	MARGIN	EXPENSES	RATIO	INCREASE	DECREASE

HELENA MARKET AREA

HELENA 1	202,376	\$1,211,702	\$163,864	13.52%	\$181,640	14.99%		
HELENA 197	130,227	\$776,694	\$105,565	13.33%	\$119,884	15.44%		
EAST HELENA 83	39,762	\$236,378	\$14,266	6.04%	\$53,579	22.67%		
	372,365	\$2,224,774	\$281,695	12.66%	\$355,103	15.96%		
HELENA 1	202,376	\$1,211,702	\$159,392	13.15%	\$186,114	15.36%		
HELENA 197	169,989	\$1,013,072	\$168,459	16.63%	\$122,837	12.13%		
	372,365	\$2,224,774	\$327,851	14.74%	\$308,951	13.89%	\$46,156	\$46,152

GREAT FALLS MARKET AREA

GREAT FALLS 139	199,167	\$1,192,575	\$159,481	13.37%	\$185,617	15.56%		
GREAT FALLS 140	186,361	\$1,086,606	\$161,060	14.82%	\$149,161	13.73%		
GREAT FALLS 141	210,429	\$1,225,440	\$178,671	14.58%	\$168,955	13.79%		
	595,957	\$3,504,621	\$499,212	14.24%	\$503,733	14.37%		
GREAT FALLS 139	304,382	\$1,805,295	\$305,275	16.91%	\$213,638	11.83%		
GREAT FALLS 141	291,576	\$1,699,326	\$288,609	16.98%	\$195,426	11.50%	\$94,672	\$94,669
	595,957	\$3,504,621	\$593,884	16.95%	\$409,064	11.67%		

MISSOULA MARKET AREA

MISSOULA 170	227,008	\$1,405,918	\$201,249	14.31%	\$201,917	14.36%		
MISSOULA 171	299,214	\$1,743,776	\$261,731	15.01%	\$239,896	13.76%		
LOLD 192	52,855	\$306,140	\$32,825	10.72%	\$54,184	17.70%		
	579,077	\$3,455,834	\$495,805	14.35%	\$495,997	14.35%		
MISSOULA 170	279,863	\$1,712,058	\$278,826	16.29%	\$211,352	12.34%		
MISSOULA 171	299,214	\$1,743,776	\$251,470	14.42%	\$250,159	14.35%		
	579,077	\$3,455,834	\$530,296	15.34%	\$461,511	13.35%	\$34,491	\$34,486

CLOSURE ASSUMPTIONS:

\$478,820 \$478,779

- | | | |
|---|-----------|---------------------------|
| 1. 1/2 FTE ALLOCATED EACH TO BILLINGS #3 & BILLINGS #4 | | ADMINISTRATIVE COST |
| | \$9,858 | \$9,858 LOLD 192 |
| 2. 1/2 FTE ALLOCATED EACH TO GREAT FALLS #139 & GREAT FALLS #141 | \$34,812 | \$34,812 GREAT FALLS 140 |
| | \$7,427 | \$7,427 EAST HELENA 83 |
| 3. 1 FTE ALLOCATED TO BOZEMAN | \$20,883 | \$20,883 BOZEMAN 193 |
| | \$23,666 | \$23,666 BILLINGS 5 |
| 4. 1/4 FTE ALLOCATED EACH TO MISSOULA #170 & MISSOULA #171 | \$9,449 | \$9,449 WALKERVILLE 137 |
| | \$15,791 | \$15,791 KALISPELL 195 |
| 5. ADMINISTRATIVE OVERHEAD HAS BEEN REALLOCATED FROM CLOSED STORE TO REMAINING STORES | \$121,886 | \$121,886 TOTAL ADM COSTS |

Source: Department of Revenue

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*****
*LIQSUM-1
*03/16/86
*09:52 AM
*****
          C          D          F          H          *
          LIQUOR DIVISION          FISCAL 1986  FISCAL 1987
*****
* REVENUE ESTIMATE.....* $5,319,000 * $5,174,000 *
* LESS PROJECTED LIQUOR NET PROFITS.....* $4,561,000 * $3,983,000 *
* PROJECTED REVENUE SHORTFALL.....* ($758,000)* ($1,191,000)*
* LESS PROJECTED LIQUOR SAVINGS.....* $192,100 * $1,758,300 *
* REVISED REVENUE SHORTFALL/SURPLUS.....* ($565,900)* $567,300 *
* TOTAL BIENNIAL REVENUE ESTIMATE SURPLUS.....* $1,400 *
* TOTAL BIENNIAL LIQUOR SAVINGS.....* $1,950,400 *
*****
* ADMINISTRATIVE EXPENSE REDUCTIONS
* ELIMINATE ADMINISTRATIVE CLERK $8,500 * $8,500 *
* ELIMINATE STAFF TRAINING $17,000 * $17,000 *
* TOTAL ADMINISTRATIVE REDUCTIONS $25,500 * $25,500 *
* LIQUOR STORE EXPENSE REDUCTIONS
* 1. CLOSE 7 STORES-MAY 15, 1986
* EAST HELENA #83 $11,600 * $53,200 *
* GREAT FALLS #140 $26,200 * $119,000 *
* KALISPELL #195 $25,400 * $107,000 *
* BILLINGS #5 $24,900 * $112,600 *
* BOZEMAN #195 $23,400 * $104,200 *
* WALKERVILLE #137 $4,400 * $52,900 *
* LOLO #192 $4,500 * $54,600 *
* TOTAL ANNUALIZED STORE SAVINGS.....* $120,400 * $603,500 *
* LESS:
* RETAINED STAFF.....* ($16,900)* ($69,300)*
* BOZEMAN LEASE.....* ($3,700)* ($17,900)*
* FREIGHT OUT.....* ($9,000)* ($45,000)*
* TOTAL STORE SAVINGS.....* $90,800 * $471,300 *
* 2. REDUCE HOURS 1 HOUR PER DAY
* EFFECTIVE MARCH 4, 1986.....* $72,000 * $230,000 *
* 3. PRICE RESTRUCTURING.....* $0 * $870,000 *
* 4. REDUCE COMMISSIONS TO 8%
* EFFECTIVE MAY 1, 1986.....* $3,800 * $187,000 *
*****
* PROJECTED LIQUOR ENTERPRISE SAVINGS.....* $192,100 * $1,758,300 *
* PROJECTED BIENNIAL LIQUOR ENTERPRISE SAVINGS...* $1,950,400 *
*****

```

Source: Department of Revenue

1/28/86 - 1/28/86 - Mar. 13 1986 - Copy of HB 14
my testimony at Fri, Feb 21, 1986 - closure of the
Liquor Stores

* (Representative Paul Pistoria requested staff of the Legislative Council to prepare this verbatim transcript of his testimony before the Revenue Oversight Committee on February 21, 1986.)

5 Pages:

I am state Representative Paul Pistoria. I'm happy to be here. I know each and every one of them. And, if you don't know Paul Pistoria by now you never will.

Chairman Williams: I've got five minutes for you Paul.

Representative Pistoria: Oh God. Now to start out with, we just -- I brought this along; I'm not going to go all over it. This is only half of it. It deals with the quota -- no -- the wine, the quota, and closing down stores -- liquor stores -- in the state of Montana.

I am entirely against closing all these profitable stores. Now, it seems funny that I'm a Democrat that I would go against our Democratic Governor and a fine gentleman like John LaFaver. But if you -- like I said before -- that's the kind of person I am. I'm my own man. If a Democrat's wrong I go against him, if a Republican is wrong I go against him, and vice-versa. And I think they all know that. Even Gerry Devlin knows that.

Chairman Williams: Let's get back to the story.

Representative Pistoria: Yeah. So you see this is one time I go against the Governor. And I've always had good dealings with John [LaFaver], but I just have to go against him on this issue. And it's nice that he sent me this report, but I'll tell you, I went over it and I know a little math myself. And, you just can't make up that profit, just like this fine piece of, what would you call it?

Okay. Now, to start off with I want to tell you people here, primarily, to start out with, nobody here today has ever thought of, I think it was with an initiative -- 84. Yeah, by the

Libertarians. You ever heard of them before? They're kind of getting slow you know, I'm seeing they are less trying to run this year, so I guess they got scared out, by not only my friendly Republicans, but also my friendly Democrats. See?

Chairman Williams: We're getting off the topic of the business. Paul, I'd like to call your attention, we haven't got too much time, so--

Representative Pistoria: Yeah, but anyhow I've got to bring this up. All right, you know what happened to the wine business. The issue passed, and as you all know, what happened at that time. I was one of the promoters against it along with the Montana Tavern Association. And, I put out a cartoon. And, I'm going to pass it around. It shows you the--(pause in tape.) ... how often this jibberish they told us if you give us this, we'll make up that \$3 or \$4 million dollars. Well, we've lost \$3 or \$4 million. They didn't live up to that and it has been going on since 1978, so that would be eight years. So, what we should do is consider taxing these distributors, some way where they -- the wine is taxed, some way where we make up this revenue. See..

Chairman Williams: Paul, I'm going to have to call your attention to the fact that you have got to stick to the subject of the topic.

Representative Pistoria: Well, I'm leading up to that -- why we shouldn't lose that. Now..

Chairman Williams: Let's stick to the topic. Now, we're talking about closures, so stick to that, please.

Representative Pistoria: Okay. Okay, well, I'm bringing it up as something for us to think about. The other thing is, on closing, there's four times -- four times -- the issue of closing our liquor stores. One was in -- a -- November 2, which failed,

and then in the Revenue Oversight Committee on November 13 -- you weren't there. Bruce Simon and Spring, who was representing the Governor's Council on Management, -- and of course I spoke there. And, it failed. Then Senator Dover, in 1983, he had a Senate bill 405, and it failed in Senate Administration. It failed badly. Then last session, Bruce Simon had HB 527 to get the state out of the liquor business. You know what happened? It failed in committee so bad. But it was brought back on the floor and what happened? It got defeated 79 to 20. And, you know what happened? A fine Republican like Tom Jones made a motion, "do not pass". Imagine that, and by God it did fail, so I think the closing of the stores that are profitable ought to be the end of the subject.

Now, here's another thing, I've been a -- I just can't go along with John LaFaver and our fine Governor that we've got to lower the expenses two percent. This is revenue; this is not an expense. And I praise him for trying to use expense to run our government because it is tax money. This is not tax money; this is revenue. So I can't see where they can try to compare the two together. Now, there's no way that you can compare it. And, I think it's foolish to compare that we're going to meet up that 2 percent. Now, I don't want to really duplicate some of the things said here. But it -- more finally -- why, I took the sheets out of the -- out of the financial report by the revenue department and it was done by a fine tooth comb -- and what I did for you people, I made it so to show you I'm not just saying that I want to keep the stores closed in -- keep the stores open in Great Falls. I want all the stores that's profitable in the state. This right here shows that -- they -- why in the heck did they want to fool around with it? I'm going to pass these around. I got enough here to pass around to you people.

Chairman Williams: I believe that's already been passed around, Paul.

Representative Pistoria: Well I don't think it's passed around like this. No -- no sir. Because I got the -- the amount -- you know no one thinks like Pistoria, I'll tell you that right now -- so I want this passed around so you'll have it. I did it a little different. See?

Chairman Williams: It is not authentic.

Representative Pistoria: Well it is authentic, and then they're going to guess to what this darn sheet says. I tell you, I can't get over it. I really can't. It's amazing where they're making a profit. There's no business -- there's no business -- practically any business in the state of Montana that's making over 10 percent. Anybody that's making 10 percent or less has a little problem. But when we're making that -- that amount of revenue to the state of Montana -- even if it's less, the state needs that money. And you know I don't do much drinking, you know I go around to all the parties, you never see me drinking much. But I am one that's for this particular thing, and by God if we don't have -- you people have the power to tell the Governor, and John LaFaver, "drop this whole matter until the Legislature meets in '87". And, in '87 we'll even defeat it again to not close our stores, only the profitable ones. We want to stay in the liquor business, because that's about the only thing that we've got giving revenue to the state of Montana. Thank you.

OPEN DISCUSSION PORTION OF THE MEETING:

Representative Pistoria: I want to make three or four seconds. People on -- even the west side didn't even say. How many been here in Great Falls? I'll bet there's -- everybody is familiar with this one. You know by closing-- now as I-- before I say that I -- I don't want the west side closed, I'm in favor of not closing all stores. But the west side store -- a lot of people

never brought that up today -- that store is everything west of the Missouri and north of the Missouri. And, I would -- I don't know if I'm accurate, but a third of Great Falls would be out of liquor. That's a fact. A -- Helen [O'Connell], do you think that everything on the west third of Great Falls, the country club and all of that -- and Black Eagle -- and... Okay, that's all I've got to say.

6055b:BOHYER:jj

FILED 2/26/86
H.S. 14
Rep. Dinsco

Dear Members of the Legislature:

The Director of Revenue, John LaFaver, is claiming the Liquor Operation is on the verge of collapse. He would have you believe the profits are falling far short of the "required 13%." Mr. LaFaver presented this claim to the Revenue Oversight Committee last February 21, 1986 in Helena. He presented several proposals to "save" the system which included closing 10 stores: East Helena #83, Helena #197, Butte #2, Kalispell #195, Billings #5, Bozeman #9, Great Falls #141, Missoula #171, Evergreen Agency and Walkerville Agency. Other stores on the "hit list" are Hungry Horse, Lolo, Belgrade, Ronan, and Victor.

As it turns out, LaFaver decided to close 7 stores: East Helena #83, Kalispell #195, Great Falls #140, Bozeman #193, ~~Missoula #170~~, Walkerville and Lolo Agencies. *Billings #5*

At the February 21st meeting, the Revenue Oversight Committee UNANIMOUSLY rejected the proposal and moved that no stores be closed until the 1987 Session had a chance to review the matter. Members of the Committee are: Rep. Mel Williams, Chairman, Rep. Gerry Devlin, Rep. John Harp, Rep. Dan Harrington, Sen. Tom Hager, Sen. Joe Mazurek, Sen. Bill Norman, Sen. Bruce Crippen, and Sen. Bob Brown. Absent from this meeting were Rep. Jack Ramirez and Sen. Tom Towe.

Reasons for rejection of LaFaver's proposal were varied, but the following facts played an important part:

1. A Revenue Department document verified the net profit as of December 31, 1985 (half-way through FY86) was 12.92%. The legislative language states the Division "shall attempt" to return a 13% profit. It was obvious profits were at the required level.
2. LaFaver claimed 100% (all) of the sales in the stores proposed for closure would immediately go to the remaining stores. The Committee questioned this "assumption." At a time when revenue is sorely needed by the State General Fund, now is not the time to test LaFaver's theory.
3. Declining sales are a problem, but the State is still making a profit. It is not the same profit it made 10 years ago, nor will it ever be again. But there is clearly no emergency that merits closing profitable stores. Closing stores and making the product less available will not help declining sales.

LaFaver has not done any kind of "economic impact" study regarding all these closures. There is no plan for private industry to take over. Loss of sales will mean less tax revenues for cities and counties. East Helena lost approx. \$3000 per year when they shut the doors to the public. This is based on our walk-in traffic. Normally, East Helena would receive \$10,000 per year from tax revenues off the liquor, beer and wine sales. If sales go down state-wide, East Helena will lose more, as will every city and county in Montana.

And sales will go down, because store closures will not stop with these seven stores. We believe Helena #197 will close in November, when its' lease expires. Why should Helena have two stores, when there will only be one store left in Missoula, Bozeman, and Great Falls. We believe LaFaver has a minimum of 20 more stores targeted for closure between now and the end of FY87. Just ask him and see what he says.

East Helena's official closure date is April 13, 1986. And yet, the store was closed to the public on March 18, and COMPLETELY CLEARED OUT BY MARCH 20. So the State is paying for a vacant building for the next three weeks and the manager's wages for another 10 days. We assume she'll sit in the empty building. We believe LaFaver wanted us closed before we could get help from the Special Session. East Helena gave LaFaver aggressive oposition before the Revenue Oversight Committee, so he is getting us out of the way now.

How is it a salaried employee can have so much power to affect so many people? Why is he allowed to defy the Legislature? LaFaver obviously has nothing to lose - the Legislature can't fire him. We don't know John LaFaver personally, or his background. We have always believed a person is only as good as his word. The State made a committment to us for five years in a lease agreement. In return, we built the State a new building in East Helena from which the State could operate the East Helena Liquor Store. We still have 2½ years left on the lease. We feel the State has an obligation in this matter. LaFaver has chosen to ignore this obligation. To some it might be "good" business that LaFaver did not pay off these leases. To us, we feel we were "shafted."

Finally, every store proposed for closure, including East Helena, is making a profit. Rep. Joe Quilici, Chairman of the Appropriations Sub-Committee on Revenue issued a statement to the Revenue Oversight Committee reiterating it is NOT LEGISLATIVE INTENT TO CLOSE PROFITABLE STORES, especially since no emergency exists.

At some point, declining sales may not return enough of a profit to make it feasible for the State to stay in the business. BUT THIS IS A DECISION OF THE LEGISLATURE, NOT A SALARIED EMPLOYEE.

PLEASE SUPPORT LEGISLATION TO STOP LAFAVER AND STORE CLOSURES!

Sincerely,

Patti Scott / Esther C. Schneider

Patti Casey Scott and
Esther Casey Schneider
Building Owners
East Helena Liquor Store
P.O. Box 777
East Helena, MT 59635
227-5740

Over

Most Sales: Between 5-6pm
and Saturdays, when the
population is at home.

D 098

16-1-101 "for the protection
of the welfare, health, peace,
,morals, and safety of the people
of the state..."

39,938 Population
3 Stores

1 Store / 12,312.66 people

36

Helena and Helena Valley
Population as of
1980 Census

Valley - 13,000 (30% of
total County population.
Increased 12% since 1970.)

Helena - 23,938 (55% of
total County population.
Decreased 13% since 1970)

13,000 Helena Valley
23,938 Helena
36,938
6,115 Rest of County
43,053 County Pop.
Lewis & Clark

ED 0993

ED 0992

ED 0994 A

26%

ED 0991

Regulating
Reservoir

WALK-IN 56%

HELENA

#1
WALK-IN 48%

City Limits Boundary

City Limits Boundary

ED 0999 A

EAST HELENA

23% of
Valley Population

WALK-IN 51%

CENSUS ENUMERATION DISTRICTS

Helena Valley

Scale

0 2000 4000
1000 3000 FEET



Figure 7

----- Census Enumeration District
Boundaries (1980)

ED0999A- 2,677
City of East Helena- 1,647
4,324

Revenues received to Counties and Cities from Liquor Sales

	<u>FY84</u>	<u>FY85</u>	
Missoula County			
Wine	\$ 7,297	\$ 7,303	
Liquor	17,376	16,458	
Missoula (City)			
Wine	5,766	5,771	
Beer	91,939	88,271	
Liquor	115,844	109,720	
Yellowstone County			<u>Walkerville</u>
Wine	10,371	10,380	FY83 -6.2% p
Liquor	26,331	24,415	Liq-\$4,281
Billings			Wine- \$2,65
Wine	11,536	11,546	FY84 +8.8 pro
Beer	183,940	176,601	
Liquor	164,145	152,292	
Cascade County			Liq \$4,764
Wine	7,747	7,753	Wine \$2,595
Liquor	18,977	17,204	
Great Falls			FY85 +9.1 pro
Wine	9,796	9,804	
Beer	156,201	149,969	Liq \$6,357
Liquor	122,460	110,861	Wine \$2,49
Silver Bow County			
Wine	3,656	3,659	
Liquor	9,618	8,916	
Butte			
Wine	6,425	6,430	
Beer	102,450	98,362	
Liquor	59,359	53,084	
Lewis & Clark County			
Wine	4,131	4,135	
Liquor	10,899	10,340	
Helena			
Wine	4,134	4,137	
Beer	65,916	63,286	
Liquor	67,536	63,544	
<u>East Helena</u>			
Beer-Wine	4,820	4,639	
Liquor	5,123	5,387*	Received more because sales

East Helena would only receive approximately half or less of the Liquor Tax if we had no store in East Helena. This is because 51% of the profit is walk-in. Without a store, we would have no walk-in sales, only tax money received from our three bar purchases and a portion of county-wide sales, which is based on population for the city. If stores are closed, and the sales are not picked up 100% in the other stores, cities and counties as well as the General Fund will lose, because these figures are based on sales.

Stores Proposed for Closure - Status for FY85

Name	Total Sales	Tax \$	+	Net Profit to State =	Total Revenue	Expenses (Savings)	Net Profit FY85 / Closure
#140 Gr.Falls	\$1,359,696.75	\$273,090.63		\$161,060.58	\$434,151.21	\$149,161.27	11.8% / 12.9%
#193 Bozeman	\$ 825,159.75	\$163,589.44		\$ 74,144.50	\$237,733.94	\$115,587.97	9.0% / 10.2%
#195 Kalispell	\$ 671,995.26	\$135,985.52		\$ 37,825.89	\$173,811.41	\$114,686.38	5.6% / 7.3%
#5 Billings	\$ 936,399.67	\$187,524.75		\$ 80,277.33	\$267,802.08	\$130,525.58	8.6% / 10.3%
Walkerville Agency	\$ 384,969.85	\$ 78,177.88		\$ 35,142.16	\$113,320.04	\$ 51,823.09	9.1% / 10.2%
Lolo Agency	\$ 382,925.75	\$ 76,785.78		\$ 32,824.76	\$109,610.54	\$ 54,184.17	8.6% / 9.6%
#83 East Helena	\$ 296,469.09	\$ 60,091.25		\$ 14,266.41	\$ 74,357.66	\$ 53,579.60	4.8% / 7.7%
	<u>\$4,857,616.12</u>	<u>\$975,245.25</u>		<u>\$435,541.63</u>	<u>\$1,410,786.88</u>	<u>\$669,548.06</u>	

Month to Month Leases as of 1-2-86

1. Deer Lodge #11	Since Dec 1985
2. Malta #22	Since Jan 1985
3. Forsyth #23	" Dec 1985
4. Fort Benton #31	" Aug 1985
5. Conrad #33	" Sept 1985
6. Troy #70	" July 1985
7. Ronan #101	" Nov 1985
8. Victor #172	" Sept 1985
9. Butte #2	" Nov 1985
10. Libby #6	" Nov 1985
11. Kalispell #195	" June 1985 (earliest)

Why are all these leases month to month?

Every store proposed for closure is making a profit. Rep. Joe Quilici, Chairman of the Appropriations Sub-Committee on Revenue issued a statement to the Revenue Oversight Committee and John LaFaver reiterating it is NOT LEGISLATIVE INTENT TO CLOSE PROFITABLE STORES, ESPECIALLY SINCE NO EMERGENCY EXISTS. He asked that closures be delayed until the 1987 Session has a chance to review

Sen. Dave Fuller - asked for follow-up audit to review all options before closures.

3/29/86

(1)

TO WHOM IT MAY CONCERN:

THIS IS TO SUMMARIZE THESE STATEMENTS:

<u>ALL YEAR</u>	<u>F/Y</u>	<u>END</u>		
			6/30/82	= 400,684 ⁰⁰
			6/30/83	= 338,136 ⁰⁰
			6/30/84	= 387,502 ⁰⁰
			6/30/85	= 388,418 ⁰⁰
			7/1/85 - 12/31/85	= 256,415 ⁰⁰
<u>ABOVE TOTAL SALES</u>				= \$ 1,771,155 ⁰⁰

TAXES PROVIDED TO STATE FROM ABOVE
LIQUOR SALES: (SAME PERIOD)

F/Y	YEAR END	6/30/82	= 78,234 ⁰⁰
		6/30/83	= 65,968 ⁰⁰
		6/30/84	= 76,403 ⁰⁰
		6/30/85	= 76,785 ⁰⁰
		7/1/85 - 12/31/85	= 50,706 ⁰⁰

TOTAL TAXES TO STATE FROM
ABOVE LIQUOR SALES: \$ 348,117⁰⁰

NET PROFIT TO STATE AFTER ALL OPERATING
EXPENSES AND BEFORE TAXES ARE DEDUCTED
FROM THE ABOVE SALES = 19.66%

CONTINUED
(2)

NET PROFIT TO STATE FROM SALES;
1. AFTER ALL EXPENSES DEDUCTED
2. AFTER TAXES ARE DEDUCTED FROM SALE

NET PROFIT:

FYTD END : 6/30/82 = 37,599.⁰⁰
6/30/83 = 26,794.⁰⁰
6/30/84 = 30,468.⁰⁰
6/30/85 = 32,824.⁰⁰
7/1/85 - 12/31/85 = 29,431.⁰⁰

TOTAL NET PROFIT AFTER \$157,117.⁰⁰
ALL EXPENSES & ALL TAXES:

AVERAGE ^{TOTAL} NET PROFIT = 8.88 %

1. WE HAVE CONTRIBUTED \$348,117.⁰⁰ IN TAXE
TO THE STATE FROM OUR LIQUOR SALES;
(FOR THE PERIODS SHOWN)

2. WE HAVE ALSO CONTRIBUTED \$157,116.⁰⁰ IN
NET INCOME, AFTER TAX REVENUES TO
THE STATE FROM OUR SALES;

IF YOU ADD THE ^{PROVE} TOTALS (\$505,233.⁰⁰ IN REVENUES)
AND DIVIDE BY TOTAL SALES (1,771,155.⁰⁰) THE
% OF REVENUE RETURNED TO THE STATE BY
OUR STORE IS 28.53%

STATE OF MONTANA
DEPARTMENT OF REVENUE

LIQUOR DIVISION

STORES QUARTERLY OPERATING STATEMENT 12-31-1985

STORE NO	192	LOCATION	LOLO	GRADE AG	LEASE DATE 09/14/89				
1ST QUARTER 2ND QUARTER 3RD QUARTER 4TH QUARTER FY TO DATE PRIOR YR TO DATE									
* (1)									
SALES UNITS	16,642		16,555		35,197		25,787	11.6%	
TOTAL SALES	127,472.50		128,937.30		256,415.80		219,971.10	16.6%	
DISCOUNT	2,347.55		1,617.00		3,964.55		3,034.60	30.6%	
ADJ GROSS SALES	125,125.95		127,320.30		252,451.25		216,936.50	16.4%	
COST OF SALES	71,817.17		72,675.08		144,492.25		125,086.83	16.4%	
GROSS PROFIT	53,308.78		54,645.22		107,959.00		91,849.67	16.5%	
OPERATING EXPENSES									
		* (2)		* (2)		* (2)		* (2)	
SALARIES									
CONTRACTED SERVICES	6,761.83	5.4%	12,649.49	9.9%	19,411.32	7.7%	16,711.38	7.7%	
SUPPLY	15.98		36.42		50.40		147.42		
COMM - TRANS	1,036.49	.81	1,104.13	.91	2,140.62	.81	1,776.46	.81	
TRAVEL									
RENT									
UTILITIES									
REPAIRS									
OTHER EXPENSE									
BREAKAGE-SHORTAGE	14.96				14.96		27.30		
ADN. COSTS	3,106.72	2.5%	3,092.47	2.4%	6,201.19	2.5%	5,564.20	2.6%	
TOTAL EXPENSE	11,925.98	8.7%	16,884.51	13.3%	27,811.85	11.0%	24,229.74	11.2%	
ADJ SALE	8.7		13.3		11.0		11.2		
TOTAL REVENUE	42,575.80		37,740.71		80,316.51		61,574.91		
% ADJ SALES	33.9		28.7		31.7		31.6		
TAXES	25,176.13		25,529.90		50,706.03		43,345.13		
NET PROFIT	17,199.67		12,250.81		29,430.48		25,229.78		
PERCENT OF PROFIT	13.7		9.6		11.7		11.6		

NOTE-1: * (1) ARE PERCENTAGES OF INCREASE (+), OR DECREASE (-), OF INCOME FROM LAST YEAR TO DATE TO THE CURRENT YEAR TO DATE.

NOTE-2: * (2), ARE PERCENTAGES OF EXPENSES, TO THE ADJUSTED GROSS SALES FOR THE QUARTER.

NOTE-3: ADMINISTRATIVE COSTS ARE COMPUTED ON 16.6% OF UNIT SALES.

STATE OF MONTANA
DEPARTMENT OF REVENUE

LIQUOR DIVISION

STORES QUARTERLY OPERATING STATEMENT D-30-1985

STORE NO	192	LOCATION	LOLO	GRADE AG	LEASE DATE	09/14/89						
— 1ST QUARTER — — 2ND QUARTER — — 3RD QUARTER — — 4TH QUARTER — — FY TO DATE — — PRIOR FY TO DATE												
* (1)												
SALES UNITS	12,390		17,397		10,414		12,634		52,852		53,739	1.6%
TOTAL SALES	91,913.45		126,007.65		74,584.55		93,912.50		386,418.15		387,502.50	.2%
DISCOUNT	1,200.45		1,825.15		1,071.26		1,380.52		5,487.40		5,695.31	3.7%
ADJ GROSS SALES	90,706.00		126,176.50		73,513.27		92,525.98		380,925.75		381,803.19	.3%
COST OF SALES	5,097.12		7,000.60		4,125.85		5,014.35		215,171.04		215,051.27	-.0%
GROSS PROFIT	85,608.88		119,175.90		69,387.42		87,511.63		165,754.71		166,751.92	1.2%
OPERATING EXPENSES		* (2)		* (2)		* (2)		* (2)		* (2)		* (2)
SALARIES												
CONTRACTED SERVICES	6,049.53	6.7%	10,661.85	8.4%	10,972.05	14.9%	11,683.56	12.6%	39,372.99	10.3%	38,076.26	10.0%
SUPPLIES	15.98	%	127.44	.1%	26.84	%	155.70	.2%	331.96	.1%	216.15	.1%
COMP - TRANS	841.76	.9%	936.70	.7%	1,445.46	2.0%	1,316.90	1.4%	4,544.86	1.2%	4,694.62	1.2%
TRAVEL												
RENT												
UTILITIES												
REPAIRS					20.60	%			20.60	%	42.49	%
OTHER EXPENSE												
BREAKAGE-SHORTAGE	10.39	%	16.91	%	13.17	%			40.47	%	116.15	%
ADP COSTS	2,314.45	2.6%	2,245.75	2.6%	1,045.33	2.6%	2,347.76	2.6%	5,871.20	2.6%	11,822.58	3.1%
TOTAL EXPENSE	9,230.13	10.2%	15,087.65	11.9%	15,432.47	15.6%	15,502.92	16.8%	59,164.17	14.2%	59,916.25	14.4%
ADJ SALE	10.2		11.9		19.0		16.8		14.2		14.4	
TOTAL REVENUE	29,383.75		35,191.16		16,947.95		24,087.68		105,610.54		106,872.67	
% ADJ SALES	32.4		31.1		23.1		26.0		28.6		28.0	
TAXES	18,227.60		25,117.53		14,715.30		18,725.27		76,785.78		76,403.82	
NET PROFIT	11,156.15		14,073.63		2,232.57		5,362.41		32,824.76		30,481.85	
PERCENT OF PROFIT	12.3		11.2		3.0		5.8		8.6		8.0	

NOTE-1: * (1) ARE PERCENTAGES OF INCREASE (+), OF DECREASE (-), OF INCOME FROM LAST YEAR TO DATE TO THE CURRENT YEAR TO DATE.

NOTE-2: * (2), ARE PERCENTAGES OF EXPENSES, TO THE ADJUSTED GROSS SALES FOR THE QUARTER.

NOTE-3: ADMINISTRATIVE COSTS ARE COMPUTED ON 16.68% OF UNIT SALES.

STORE NO	STORES QUARTERLY OPERATING STATEMENT				04-30-1984	
	192	LOCATION LOLO	GRADE	AG	LEASE DATE 09-14-89	
	1ST QTR	2ND QTR	3RD QTR	4TH QTR	PT TC DATE	PRIOK YR TC DATE
SALES UNITS	14,835	15,678	10,609	12,617	55,739	45,845
TOTAL SALES	106,774.90	115,196.40	76,927.40	86,603.80	387,502.50	336,136.65
DISCOUNTS	1,735.74	1,586.25	1,136.96	1,246.34	5,695.31	6,756.16
ADJ GROSS SALES	107,041.16	113,610.15	75,794.42	85,357.46	381,802.19	335,377.99
COST OF SALES	61,195.25	64,704.31	47,325.85	50,531.26	215,936.27	197,516.83
GROSS PROFIT	45,845.91	48,905.84	28,468.57	34,826.20	165,865.92	140,859.16
OPERATING EXPENSES						
SALARIES						
CONTRACTED SERVICES	6,387.91	11,123.41	9,586.09	10,976.85	36,076.26	32,535.23
SUPPLIES	75.10	117.12		25.93	216.15	264.81
COMM - TRANS	952.12	1,240.63	1,376.48	1,125.39	4,694.62	4,487.84
TRAVEL						
RENT						
UTILITIES						
REPAIRS			21.83	20.66	42.49	
OTHER EXPENSE						
BREAKAGE-SHORTAGE	33.85		70.87	13.43	116.15	41.23
ADM. COSTS	3,263.70	3,449.16	2,333.98	2,775.74	11,822.58	10,745.90
TOTAL EXPENSE	10,712.66	15,930.32	13,391.25	14,936.00	54,972.25	46,075.01
% ADJ SALE	10.0	14.0	17.6	17.5	14.3	14.4
TOTAL REVENUE	35,133.23	32,973.52	18,877.72	19,886.20	106,872.67	92,783.15
% ADJ SALES	32.8	29.0	24.9	23.2	27.6	27.6
TAXES	21,497.13	22,656.96	15,216.73	17,031.00	76,403.82	65,986.35
NET PROFIT	13,636.10	10,316.56	3,656.99	2,857.20	30,468.85	26,794.80
PERCENT OF PROFIT	12.7	9.1	4.8	3.3	6.0	6.0

STORE NO	STORES QUARTERLY OPERATING STATEMENT				06-30-1983	
	192	LOCATION LOLO	GRADE	AG	LEASE DATE 07-14-89	
	1ST QTR	2ND QTR	3RD QTR	4TH QTR	YR TO DATE	PRIOY YR TO DATE
SALES UNITS	13,542	15,116	5,382	10,799	44,845	54,675
TOTAL SALES	96,420.85	102,774.45	64,627.25	74,314.10	338,136.65	400,684.30
DISCOUNTS	1,897.10	1,252.48	817.05	992.03	4,958.66	7,512.33
ADJ GROSS SALES	94,723.75	101,521.97	63,810.20	73,322.07	333,377.99	393,171.97
COST OF SALES	<u>54,477.36</u>	<u>56,873.83</u>	<u>34,722.82</u>	<u>42,444.16</u>	<u>188,518.17</u>	<u>225,444.89</u>
GROSS PROFIT	40,246.39	44,648.14	29,087.38	30,877.91	144,859.82	167,727.08
OPERATING EXPENSES						
SALARIES						
CONTRACTED SERVICES	6,333.76	8,919.61	8,440.11	8,841.75	32,535.23	35,206.13
SUPPLIES	55.90	94.30	71.61	43.00	264.81	317.20
COMM - TRANS	993.45	1,295.44	1,001.85	1,197.10	4,487.84	4,926.19
TRAVEL						
RENT						
UTILITIES						
REPAIRS						
OTHER EXPENSE						
BREAKAGE-SHORTAGE		41.23			41.23	24.29
ADM. COSTS	2,979.24	3,325.52	2,045.36	2,375.78	10,745.90	7,222.08
TOTAL EXPENSE	10,362.35	13,676.10	11,576.93	12,457.63	46,075.01	51,497.89
% ADJ SALE	10.9	13.4	18.1	16.9	14.4	13.1
TOTAL REVENUE	29,884.04	28,972.04	15,506.79	18,418.28	92,783.15	115,833.19
% ADJ SALES	31.5	28.5	24.3	25.1	27.8	29.5
TAXES	18,864.60	19,953.17	12,640.37	14,530.21	65,988.35	76,234.53
NET PROFIT	11,019.44	9,016.87	2,866.42	3,886.07	26,794.80	37,596.66
PERCENT OF PROFIT	11.6	8.9	4.5	5.3	8.0	9.6

STORE NO	STORES QUARTERLY OPERATING STATEMENT				06-30-1982	
	192	LOCATION LOLO	GRADE	AG	LEASE DATE 09-14-89	
	1ST QTR	2ND QTR	3RD QTR	4TH QTR	FT YR DATE	PRIOE YR YC DATE
SALES UNITS	11,944	17,030	11,840	17,832	56,475	54,251
TOTAL SALES	96,592.00	117,446.95	85,517.00	96,926.35	400,484.30	341,817.05
DISCOUNTS	2,061.30	1,995.40	1,696.32	1,755.31	7,512.33	7,426.85
ADJ GROSST SALES	94,530.70	115,451.55	83,820.68	95,171.04	392,971.97	334,390.20
COST OF SALES	55,175.15	66,697.02	47,836.62	55,630.10	225,338.89	205,285.70
GROSS PROFIT	41,355.55	48,754.53	35,984.06	41,330.94	167,633.08	131,104.50
OPERATING EXPENSES						
SALARIES						
CONTRACTED SERVICES	6,792.49	9,135.50	10,451.74	12,826.40	35,206.13	32,906.49
SUPPLIES	1,402.50	52.30	52.10	1,165.70	31.20	82.05
COMM - TRANS	947.44	1,215.88	1,170.08	1,590.79	4,924.19	5,207.63
TRAVEL						
RENT						
UTILITIES						
REPAIRS						
OTHER EXPENSE						
BREAKAGE-SHORTAGE	15.31			6.98	24.29	56.67
ADM.COSTS	1,564.51	2,254.77	1,571.45	1,831.35	7,222.08	6,086.94
TOTAL EXPENSE	10,722.25	12,448.45	12,225.37	15,085.82	51,891.85	44,287.76
% ADJ SALE	11.1	10.9	15.7	15.5	13.1	12.1
TOTAL REVENUE	30,633.30	36,296.08	22,654.69	26,247.12	115,833.19	106,218.88
% ADJ SALES	31.7	31.5	27.0	27.0	29.4	30.5
TAXES	15,340.45	22,856.74	16,730.92	15,306.42	70,234.53	70,592.46
NET PROFIT	11,292.85	13,441.34	5,923.77	6,940.70	37,596.66	37,626.42
PERCENT OF PROFIT	11.7	11.6	7.1	7.1	9.6	10.6

March 26, 1918
HB 14
Rep Driscoll

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Drine Mager</u>	1250 E. C. Lolo MT	Mager
2. <u>Jim Dickinson</u>	146 Brook Lane STEVENSVILLE, MT	DICKINSON
3. <u>Ed Finner</u>	1390 Tremper (Missoula)	FINNER
4. <u>Ronald's Burge</u>	VICTOR MT	Burge
5. <u>Ray E. Gail</u>	Box 12 Lolo MT	VOPAL
6. <u>Earl Andrews</u>	Box 45 Salmon Lake.	Andrews
7. <u>Ray Alden</u>	Box 22 Sunday Id.	Alden
8. <u>E. Benton</u>	12315 Lewis & Clark Dr. Lolo, MT	Benton
9. <u>Ed Stahl</u>	Hamilton Mont	Stahl
10. <u>Ray Stahl</u>	Bozid Id.	Stahl
11. <u>Jim Darling</u>	Fair Int	Darling
12. <u>Mr. D. Best</u>	511 N. Curtis - Missoula Post	Best
13. <u>William L. (Fishman)</u>	Lolo Creek Rd. Lolo	FISHMAN
14. <u>Charles A. Stuart</u>	11110 Spring Lane THERESA STUART	STUART
15. <u>James Stetson</u>	912 Parkview Missoula	Stetson
16. <u>Gilbert Wilson</u>	Flourmont Mont.	Wilson
17. <u>Jay Warrick</u>	Lolo P.O. Box 53	Warrick
18. <u>John Z. Miller</u>	Lolo, MT. Box 61	MILLER
19. <u>Marion Rock</u>	Lolo 741 Box 126	Rock
20. <u>Cliff Dishman</u>	1726 Thomas	Dishman
21. <u>Mealy Tour</u>	240 Marion St. Florence	Tour
22. <u>Katharine Newman</u>	105 Ridgeway Lolo	Newman
23. <u>John M. Hingst</u>	4270 Chief Looking Glass Florence	HINGST
24. <u>John Sullivan</u>	3360 Big Flat Rd. #63 Missoula	SULLIVAN
25. <u>William E. Jones</u>	Box 484 Lolo, MT 59807	JONES
26. <u>Ed. G. Galt</u>	Box 221 Lolo MT	Galt
27. <u>Edna Galt</u>	" " " " " "	GALT
28. <u>Carlisle E. Barrett</u>	10620 - Selkirk Pl. Lolo	BARRETT
29. <u>Art Otto</u>	P.O. Box 3922 Missoula, MT 59806	OTTO
30. <u>Stephen J. Turner</u>	7 Julie Ave. Missoula, Montana 59802	TURNER
31. <u>Walter Turner</u>	17725 Oakview Lane - Lolo	TURNER

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Vicki D Bourgeois	516 Tyler Way	BOURGEOIS
2. Lillian L Williams	150 Highmore	Williams
3. Mary Mined	Box 808	MINED
4. Bob Gonzales	100 Dallas	Gonzales
5. Betty Hanna	Lolo	HANNA
6. Anna Jackson	213. 1/2 way to	JACKSON
7. Bunde Lemay	6507 Summer Rd	LEMAN
8. Donald Sheppard	#29 Tripps	SHEPPARD
9. [illegible]	[illegible]	[illegible]
10. [illegible]	6815 Mormon Cr.	Nordahl
11. [illegible]	204 Cap De Villa	Tholt
12. John F. Grace	170 Ridgeway	GRACE
13. [illegible]	Summit Park Hwy 12	SWANER
14. Donna Brown	23000 Solace Rd	BROWN
15. Mary Brown	23000 Solace Rd	BROWN
16. Shirley Schenning	Solo	Schenning
17. David A. Stevens	190 Highway	STEVENS
18. [illegible]	Don RIPS #26	KIMELY
19. Margie O'Brien	Box 123 Flamm	O'BRIEN
20. Don [illegible]	2000 Idaho #8	Lauer
21. [illegible]	11521 [illegible]	PAULSEN
22. [illegible]	3471 [illegible]	Tucker
23. [illegible]	14th St. & 8th Ave	Roy
24. [illegible]	127 RIDGEWAY	MAGGS
25. John F. Fuchs	153 Ann's Lane	Fuchs
26. [illegible]	302 [illegible]	Bruster
27. [illegible]	509 [illegible]	Fry
28. [illegible]	127 Tyler Way #2	HEFFMAN
29. [illegible]	1055 Lewis & Clark Hwy	MANUEL
30. [illegible]	2624 Laurie Dr.	Langer
31. [illegible]	16458 Trustette [illegible]	RICE

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Shirley L. Bush</u>	13750 Lake Col Rd Lolo	BEICK
2. <u>Barbara Henderson</u>	Box 3 Lolo Mt	Henderson
3. <u>Mari Woods</u>	229 Glines Lolo, MT	Woods
4. <u>Ray L. S. Pump</u>	P.O. Box 246 Lolo, MT	Pump
5. <u>W. Williamson</u>	521 DORIE DR Lolo, MT	WILLIAMSON
6. <u>Harold Morgan</u>	Box 492 Lolo, MT	Morgan
7. <u>D. J. Whitlock</u>	Box 15430 Lolo, MT	WHITLOCK
8. <u>Karoly McKinstrey</u>	St. Rte. Lolo Creek	Lolo, MT.
9. <u>William Miller</u>	304 River Dr.	Lolo, mt.
10. <u>Jim Estelle</u>	2335 DEARDON	MSLA MT
11. <u>Wayne J. Hume</u>	2200 30.5th St	Med. Mt.
12. <u>James Schickling</u>	12255 Madison Rd.	Med. Mt.
13. <u>Andy O'Connor</u>	18885 MILLICK Rd Lolo, Mt.	O'CONNOR
14. <u>Sharon</u>	5750 Cochise	MSLA, MT.
15. <u>Ronald J. Sheppard</u>	#29 Leppa	SHEPPARD
16. <u>Yvonne Mae</u>	7750 11th Rd	Mae
17. <u>Don Kasper</u>	NE 330 Aspen	Florence
18. <u>Robert Serbergette</u>	19100 Old Hwy 93	Florence
19. <u>Barbara Engbretson</u>	6755 Marmar Ln Lolo	Engbretson
20. <u>James Gray</u>	P.O. Box 118	Lolo
21. <u>Don Shorlock</u>	124 Box 716 Lolo	Florence
22. <u>Joan Mason</u>	5380 The Moons Rd	FLORENCE
23. <u>Bruce Hartford</u>	Old Hwy 93 So	Florence
24. <u>Julius Brown</u>	101 Ridgway	Lolo
25. <u>Michael W. Schuster</u>	148 Cascade	Lolo
26. <u>Coyette Kovach</u>	3475 Spawie Lane	St. KOURACH
27. <u>Ernest K. Kourach</u>	10000 Kourach Lane	Lolo Kourach
28. <u>Chuck Herzog</u>	11455 Allmont	Lolo Herzog
29. <u>Harvey Herzog</u>	"	Herzog
30. <u>Carmella Kelly</u>	211 Hedden Valley	Florence Kelly
31. <u>John C. Kell</u>	P.O. Box 141	Lolo

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Harold M. Carr</u>	1904 42 AVE MISSOULA	CARR
2. <u>Carl Carr</u>	1904-42-AVE	CARR
3. <u>Harold Ray Milot</u>	^{Mt. Co.} 5800 Ray Lane Florence, MT.	MILOT
4. <u>Dennis L Anthony</u>	186 RIDGEWAY	LOLO ANTHONY
5. <u>Jerry L Thomas</u>	#4 Tripper Tr. Co.	Lolo MT. Thomas
6. <u>Reed</u>	Stewart Gulch Lolo, MT	REED
7. <u>Donald B. Richey</u>	Daisy Ln	Florence, MT
8. <u>Bob Young</u>	218 Ridgeway	Lolo MT
9. <u>Bob Young</u>	1308 Lakeside Dr	Lolo MT
10. <u>Don Skusek</u>	321 River Dr	Lolo MT
11. <u>Raymond R. Fontaine</u>	Box 253 Lolo	
12. <u>Donna Fontaine</u>	Box 253 Lolo	MT
13. <u>Don Richey</u>	Box 572 Lolo	MT Richey
14. <u>Don Richey</u>	Box 572 Lolo	MT Richey
15. <u>Patricia Watson</u>	405 Tyler	Lolo MT Watson
16. <u>Don Chapin</u>	Box 386 Lolo	MT Chapin
17. <u>Donna J. Skusek</u>	321 River Dr	Lolo MT
18. <u>Don Schulist</u>	20960 Old Hwy 93	FLORENCE MT. ^{SV BRANDT}
19. <u>Don Schulist</u>	20960 Old Hwy 93	FLORENCE, MT. ^{SCHULIST}
20.		
21.		
22.		
23.		
24.		
25.		

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	MISSOULA, MT.
1. John Odlin	608 Overlook	Missoula, MT. Odlin
2. Fred A. Odlin	608 Overlook Way	Missoula Odlin
3. Leda C. Ford	6037 E. S. Hwy	St. Louis Leda Ford
4. M. M. Ford	5151 E. S. Hwy	St. Louis Mandy
5. Fred Wilson	Flournoy	Wilson
6. J. M. Anders	Stevensville	ANDERS
7. Allen Anders	Stevensville	ANDERS
8. George Willett	Flournoy	Willett
9. Tom Rowland	Lolo mt.	Rowland
10. Ben Bevan	Flournoy mt.	BEVAN
11. L. Ray Jenson	Drake Mt.	Jenson
12. L. Carsten	Will Creek, Ida. MT	CARSTEN
13. Marilyn Laine	McC Rd. Lolo, MT 59847	LAINÉ
14. Harry W. Hughes	Flournoy mt	Hughes
15. Gary M. Hughes	Flournoy mt	Hughes
16. M. Pramenko	Missoula Mont	PRAMENKO
17. Margaret A. Pramenko	52 Union Ave	PRAMENKO
18. Barbara C. Nelson	Cassation Rd. 5802	NELSON
19. Craig R. Kuchel	22 Slack Ln. Flournoy	Kuchel
20. M. J. Schwartz	5924 E. Flournoy	Schwartz
21. Guy M. Sipe	273 P.O. Box 477, Lolo	Sipe
22. A. Anderson	Box 38253 Missoula	ANDERSON
23. David M. Tripp	Box 53 Flournoy, MT. 59833	TRIPP
24. Judy Tripp	" "	TRIPP
25. James Sylvester	140 Burlington Ave	Sylvester
26. Herman Reinicke	183 W. Wood St. Stevensville	Reinicke
27. Donald J. Reinicke	311 6th St. Stevensville	Reinicke
28. Hugo Reinicke	133 W. Wood St. Stevensville	Reinicke
29. Dave Hill	5160 Hill Dr. Flournoy	Hill
30. John Stroup	3320 St. Mary's Rd. Stevensville	Stroup
31. L. Parach	1655 Upper Carlton	Flournoy 1977

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Bryan Mager</u>	12505 L.C. Lolo MT	Mager
2. <u>Ken Dickerson</u>	146 Brook Lane STEVENSVILLE, MT	Dickerson
3. <u>Rich Finner</u>	1390 Tremper (Missoula)	Finner
4. <u>Arnold C. Burge</u>	Victor MT	Burge
5. <u>Ray L. Vopal</u>	Hwy 12 Lolo MT.	Vopal
6. <u>Paul Andrews</u>	Box 49 Salmon Idaho.	
7. <u>Roy Alder</u>	Box 22 Sunday Id.	
8. <u>E. Benton</u>	12315 Lewis & Clark Dr. Lolo, Id.	Benton
9. <u>Ed Stahl</u>	Hamilton Mont.	Stahl
10. <u>Ray Stahl</u>	Boise Id.	Stahl
11. <u>Jim Dooling</u>	Lolo Mt	Dooling
12. <u>Mr. R. Best</u>	511 N. Curtis - Missoula	Best
13. <u>William L. Dishman</u>	Lolo Creek Rd.	DISHMAN
14. <u>Charles A. Stetson</u>	Whodling town	Stetson
15. <u>Jaques Stetson</u>	922 Parkview Missoula	Stetson
16. <u>Hilbert Tulson</u>	Flourmont Mont.	Nelson
17. <u>Jay Diamond</u>	Lolo P.O. Box 53	Diamond
18. <u>Wale F. Miles</u>	Lolo, Mt. P.O. Box 61	MILES
19. <u>Math Rock</u>	Lolo 747 Box 126	Rock
20. <u>Cliff Dishman</u>	1826 Thoma	Missoula Dishman
21. <u>Melody Tour</u>	340 Marion St. Florence	Tour
22. <u>Katharine Newman</u>	105 Ridgeway Lolo	Newman
23. <u>John M. Hingst</u>	4220 Chief Looking Glass Florence	HINGST
24. <u>John Salier</u>	3360 Big Flat Rd. #63 Missoula	57801
25. <u>Allen L. Jones</u>	Box 445 Lolo, Mont	57847 JONES
26. <u>Herbert Paterson</u>	Box 221 Lolo Mt.	Herbert Paterson
27. <u>Edna Lee Paterson</u>	" " " "	Edna Lee Paterson
28. <u>Caroline E. Barrett</u>	10620 - Lakewood Pl. Lolo	57801 BARRETT
29. <u>Bob Otto</u>	P.O. Box 3922 Missoula, MT	57806 OTTO
30. <u>Shirley K. Turner</u>	7 Julie Ave Missoula, Montana	57802
31. <u>Wendy Turner</u>	17725 Chalky Creek - Lolo	TURNER

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Carl Linnell</u>	<u>Lolo Creek</u>	<u>TURNER</u>
2. <u>Wm S. Northrup</u>	<u>Box 222, Lolo</u>	<u>NORTHROP</u>
3. <u>Thomas Haworth</u>	<u>12375 Lewis & Clark Dr</u>	<u>HAWORTH</u>
4. <u>Carol Bristol</u>	<u>12375 Lewis & Clark Dr</u>	<u>BRISTOL</u>
5. <u>Robert M. Hanson</u>	<u>Highway 93 South Lolo</u>	<u>HANSON</u>
6. <u>Donald A. Strine</u>	<u>15105 Rattlesnake Meadows</u>	<u>STRINE</u>
7. <u>Cheryl Dupea</u>	<u>Mount Meadows - Lolo</u>	<u>DUPEA</u>
8. <u>C. McCrum</u>	<u>4010 Leo Hansen Rd Florence</u>	<u>McCRUM</u>
9. <u>Therese Lyth</u>	<u>Lolo Creek Rd, Lolo</u>	<u>LYTH</u>
10. <u>Joe Bergsieker</u>	<u>145 Ridgeway Lolo</u>	<u>BERGSIEKER</u>
11. <u>Bonnie Hunt</u>	<u>Elham Ln</u>	<u>FLORENCE, MT</u>
12. <u>A. Gammon Holt</u>	<u>Box 129, Lolo, Mt.</u>	<u>HOLT</u>
13. <u>R. Christiansen</u>	<u>Mill R. Rd Lolo</u>	<u>CHRISTIANSEN</u>
14. <u>Ben Emerson</u>	<u>229 Barclay, Lolo MT</u>	<u>EMERSON</u>
15. <u>Dorothy M. Brewer</u>	<u>332 Cumberland</u>	<u>BREWER</u>
16. <u>Wesley Bartlett</u>	<u>7895 Lolo Creek</u>	<u>BARTLETT</u>
17. <u>Robert M. Gregory</u>	<u>236 Essex, Lolo</u>	<u>GREGORY</u>
18. <u>John S. Case</u>	<u>105 Cascade - Lolo</u>	<u>CASE</u>
19. <u>Nadine Graham</u>	<u>1717 Johnson mt. rd</u>	<u>GRAHAM</u>
20. <u>John I. Connell</u>	<u>Valley West #5, Lolo</u>	<u>CONNELL</u>
21. <u>Karen Knudson</u>	<u>Box 150 Lolo, MT.</u>	<u>KNUDSON</u>
22. <u>David English</u>	<u>301 Pine Dr. P.O.</u>	<u>ENGLISH</u>
23. <u>Sumner Polson</u>	<u>Box 249 Lolo</u>	<u>POLSON</u>
24. <u>Anna Miller</u>	<u>244 Coppe, Lolo</u>	<u>WILLER</u>
25. <u>George L. Flink</u>	<u>P.O. Box 392</u>	<u>Lolo Flink</u>
26. <u>Walter J. Mickens</u>	<u>19335 King Rd</u>	<u>Florence Mickens</u>
27. <u>W. J. Reynolds</u>	<u>3885 Leo Hansen Rd</u>	<u>Florence</u>
28. <u>Jim M. Michaelson</u>	<u>Box 235 Lolo</u>	<u>MICHAELSON</u>
29. <u>Harold L. Rickman</u>	<u>237 Red Fox Rd</u>	<u>Lolo Rickman</u>
30. <u>James Rickman</u>	<u>237 Red Fox Rd</u>	<u>Lolo Rickman</u>
31. <u>James J. Hand</u>	<u>1504 Johnson Dr.</u>	<u>Lolo Hand</u>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUL HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE ON MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Paul J. Buehler</u>	<u>1327 Lincoln Rd</u>	<u>Buehler</u>
2. <u>Margie Murrell</u>	<u>1105 W 5th St</u>	<u>Murrell</u>
3. <u>Sherry Murrell</u>	<u>2100 W Central St</u>	<u>Murrell</u>
4. <u>Theresa Hay</u>	<u>Box 5741, Missoula</u>	<u>Hay</u>
5. <u>Mona Stinger</u>	<u>8005 Mormon Cr Rd</u>	<u>Stinger</u>
6. <u>James Jones</u>	<u>226 Ridgeway</u>	<u>Jones</u>
7. <u>Charles Carter</u>	<u>Box 144</u>	<u>CARTER, C.</u>
8. <u>John Petritz</u>	<u>10485 Lakewood</u>	<u>Lolo</u>
9. <u>William Hall</u>	<u>12954 Kimwood Dr.</u>	<u>Lolo Hall</u>
10. <u>J. Daniels</u>	<u>258 St. Johns</u>	<u>Lolo DANIELS</u>
11. <u>Pauline</u>	<u>...</u>	<u>Box 1974</u>
12. <u>Mary Jean Chapieski</u>	<u>Mormon Cr Rd</u>	<u>Lolo</u>
13. <u>Bob Chapieski</u>	<u>Mormon Cr Rd</u>	<u>Bob Chapieski</u>
14. <u>Kimberly May</u>	<u>216 Elmer St.</u>	<u>Box 88 Grey</u>
15. <u>Jim Elliott</u>	<u>8005 Mormon Cr Rd</u>	<u>Lolo Elliott</u>
16. <u>David Bent</u>	<u>186 N. Kerkman Cr Rd</u>	<u>Stavri Bent</u>
17. <u>Theresa Hughman</u>	<u>246 Barclay</u>	<u>Lolo Greenman</u>
18. <u>Wayne Hughman</u>	<u>246 Barclay</u>	<u>Greenman</u>
19. <u>Polly Williams</u>	<u>1168 Cascade</u>	<u>Lolo Williams</u>
20. <u>Don Carter</u>	<u>P.O. 482</u>	<u>Lolo Carter</u>
21. <u>Harry W. King</u>	<u>211 Ridgeway, L.L.</u>	<u>JE DANEI</u>
22. <u>Timothy D. Chaffey</u>	<u>Mormon Cr Rd</u>	<u>CHAFFEY</u>
23. <u>Richard Landqvist</u>	<u>Lolo Cr Rd</u>	<u>Landqvist</u>
24. <u>Joseph M. Hansen</u>	<u>210 BRIGHTON</u>	<u>HANSEN</u>
25. <u>Mary Ann Saunders</u>	<u>241 St Johns</u>	<u>Lolo SAUNDERS</u>
26. <u>Jim Saunders</u>	<u>6755 Mormon Cr Rd</u>	<u>Lolo SAUNDERS</u>
27. <u>John Sanders</u>	<u>201 Parkside</u>	<u>Lolo Sanders</u>
28. <u>Ray L. Hills</u>	<u>202 Kipling</u>	<u>Hills</u>
29. <u>Judith A. Huston</u>	<u>P.O. Box 41, Florence</u>	<u>Huston</u>
30. <u>Shirley Smith</u>	<u>1895 Lolo Cr Rd</u>	<u>BARILETT</u>
31. <u>Carol Miller</u>	<u>501 River Drive</u>	<u>Lolo</u>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Jana Dickson</u>	<u>5930 Porter</u>	<u>DICKSON</u>
2. <u>Mary Gleason</u>	<u>2408 Elm</u>	<u>Gleason</u>
3. <u>Art Lindquist</u>	<u>2400 6th St</u>	<u>LINDQUIST</u>
4. <u>John Oliver</u>	<u>2608 Woodside</u>	<u>OLIVER</u>
5. <u>Cliff George</u>	<u>1459 Highway</u>	<u>GEORGE</u>
6. <u>John Johnson</u>	<u>2206 Marion</u>	<u>Johnson</u>
7. <u>Patricia Johnson</u>	<u>2206 Marion Dr.</u>	<u>Johnson</u>
8. <u>Bill Hauge</u>	<u>1255 8th St</u>	<u>HAUGE</u>
9. <u>Larry Vaneck</u>	<u>Gen. Del. Lolo</u>	<u>VANECK</u>
10. <u>Paul W Miner</u>	<u>1945 S Leo Hansen Rd</u>	<u>MINER</u>
11. <u></u>	<u></u>	<u></u>
12. <u>Tim Greenwood</u>	<u>Box 872 Lolo</u>	<u>GREENWOOD</u>
13. <u>Bonnie Ann P.O. Box 67</u>	<u>Flunk</u>	<u>MT 59830</u>
14. <u>Ernst Nuthmangel</u>	<u>Florence</u>	<u>NUTHMANGEL</u>
15. <u>Ange Schwartz</u>	<u>P.O. Box 172</u>	<u>SCHWARTZ</u>
16. <u>Barbara Anderson</u>	<u>Lolo Creek Rd.</u>	<u>ANDERSON</u>
17. <u>Joe Gardner</u>	<u>308 1st St</u>	<u>GARDNER</u>
18. <u>Don (Dick) Chambers</u>	<u>Valley View Ct #14</u>	<u>CHAMBERS</u>
19. <u>George Tyler</u>	<u>Box 34</u>	<u>TYLER</u>
20. <u>Robert Robinson</u>	<u>Box 713 Lolo</u>	<u>ROBINSON</u>
21. <u>Jim Schwering</u>	<u>Morman Creek Rd, Lolo</u>	<u>SCHWERING</u>
22. <u>Robert J. Chalmers</u>	<u>Valley West Tel Ctr</u>	<u>Chalmers</u>
23. <u>David J. Robinson</u>	<u>P.O. Box #713, Lolo, MT</u>	<u>Robinson</u>
24. <u>Victor B. Morse</u>	<u>2411 Red Fox Rd Lolo</u>	<u>MORSE</u>
25. <u>Joe Wang</u>	<u>412 Tyler Way</u>	<u>Lolo MT Wang</u>
26. <u>Frederick W. Nelson</u>	<u>Box 5260 ELISON CEN</u>	<u>FRED NELSON</u>
27. <u>Raymond L. Nelson</u>	<u>Box 5260 ELISON CEN</u>	<u>RAYMOND NELSON</u>
28. <u>Raymond L. Nelson</u>	<u>Box 5260 ELISON CEN</u>	<u>RAYMOND NELSON</u>
29. <u>Raymond L. Nelson</u>	<u>Box 5260 ELISON CEN</u>	<u>RAYMOND NELSON</u>
30. <u>Raymond L. Nelson</u>	<u>Box 5260 ELISON CEN</u>	<u>RAYMOND NELSON</u>
31. <u>Raymond L. Nelson</u>	<u>Box 5260 ELISON CEN</u>	<u>RAYMOND NELSON</u>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>[Signature]</i>	PO Box 315 Victor	Norman R. Jones
2. <i>[Signature]</i>	John Howard Adee 3975 SWAINES LN STON	PETERS
3. <i>[Signature]</i>		George G. Kovacich
4. <i>[Signature]</i>	19803 Sothman, Flom	Salisbury
5. <i>[Signature]</i>	Rt 1 Stone	Boyce
6. <i>[Signature]</i>	3404 John	McMakin
7. <i>[Signature]</i>	4655 Hwy 200 E. MS	Browne
8. <i>[Signature]</i>	4655 Hwy 200 E. MS	BROWNE
9. <i>[Signature]</i>	2018 Kensington	Soucie
10. <i>[Signature]</i>	6215 Delacorte Lolo	SHARP
11. <i>[Signature]</i>	PO Box 635 Sturtevant	ANFILLION
12. <i>[Signature]</i>	6520 Mormon Rd. R.	DESCHAMPS, PAT
13. <i>[Signature]</i>	Box 484	Weaver Cathy
14. <i>[Signature]</i>	6935 Mormon Rd. R.	BARBARA STOKES
15. <i>[Signature]</i>	471 Columbia Rd.	OLSON
16. <i>[Signature]</i>	112 N Main Butte	Riordan
17. <i>[Signature]</i>	Box 245, Sturtevant	Louise
18. <i>[Signature]</i>	9400 Single Tree Lane	Foreman
19. <i>[Signature]</i>	1550 Mormon Rd. MS	HUBBELL
20. <i>[Signature]</i>	2411 SE 1st St. MS	Gierck
21. <i>[Signature]</i>	PO Box 100 Lolo	BAUER
22. <i>[Signature]</i>	PO Box 506 Lolo	BAUER
23. <i>[Signature]</i>	Twins, Lolo, MT	LEIGH
24. <i>[Signature]</i>	501 St. Marys Ave	BETTY JONES
25. <i>[Signature]</i>	Box 58	MILLER
26. <i>[Signature]</i>	Box 2395 MS	WALKER
27. <i>[Signature]</i>	6550 Mormon Rd. R.	REX K. Goodman
28. <i>[Signature]</i>	128 Alameda	LEHEW
29. <i>[Signature]</i>	3901 Sothman, Flom	HORNER
30. <i>[Signature]</i>	Box 413 Camelox 54700 NE 5395 East Side Flom	NELSON
31. <i>[Signature]</i>		GRIFFITH

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Dave Hays	301 S. 1st St. Lolo	Hays
2. Peggy Williams	168 Cascade Lolo	Williams
3. Cindy Peterson	100 Highway - Lolo	PETERSON
4. Don Capeland	405 Tyler W. Av. - Lolo	Capeland
5. Michaela Michelson	295 Poplar St. Lolo	Michelson
6. Michaela Michelson	295 Poplar St. Lolo	Michelson
7. [Signature]	[Address]	[Name]
8. Pat Carr	1200 Leavenworth Clark	Carr
9. Rita Steuben	Leavenworth Park Lolo	Steuben
10. [Signature]	[Address]	[Name]
11. Karl Eichert	Box 301 Lolo, MT	EICHERT
12. David Tripp	POB-X-5765 Missoula MT	TRIPP
13. [Signature]	[Address]	[Name]
14. Christa Rinker	17 Dailly West Lolo	Rinker
15. Alan McQueen	12450 Kinnear Lolo	McQueen
16. Mel Beck	13750 Lolo Creek	Beck
17. [Signature]	[Address]	[Name]
18. [Signature]	210 Barclay	CARMICHAEL
19. [Signature]	3931 Lolo Ave	LANDREES
20. [Signature]	[Address]	[Name]
21. James W. Kown	Parade Ranger Stn	KOWN
22. Tony Forman	408 Tyler	FORMAN EBEL
23. [Signature]	209 1st St. Lolo	BANIS
24. M. Ziehlke Jr.	231 Cumberland Lolo	ZIELKE
25. [Signature]	330 Red Fox Rd Lolo	SANDREX
26. Doug Wheeler	301 O'Leary Lolo	Wheeler
27. Dick Kramer	6200 Delarka Lolo	KRAMER
28. [Signature]	318 Barclay Lolo	Heitter
29. Cindy S. Stevenson	P.O. BOX 171 Lolo	STEVENSON
30. [Signature]	Box 113 Avenue	PAXE
31. Mike Hec	Box 655 Lolo	Free

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>B. Allen</u>	12949 KENNEDY	ALLEN
2. <u>David Chynoweth</u>	5920 Fern Ave	Chynoweth
3. <u>John Chynoweth</u>	5920 Fern Ave	Chynoweth
4. <u>Theresa Reynolds</u>	3115 Jones Rd	REYNOLDS
5. <u>James E. Windbigler</u>	505 Tyler Way	Windbigler
6. <u>Beth E. Windbigler</u>	505 Tyler Way	Windbigler
7. <u>Kathleen Means</u>	308 Red Fox Rd	MEANS
8. <u>Donald E. Means</u>	308 Red Fox Rd	MEANS
9. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
10. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
11. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
12. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
13. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
14. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
15. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
16. <u>James C. Morris</u>	340 Cap de Vella	MORRIS
17. <u>Cindy Wang</u>	412 Tyler	WANG
18. <u>Paula Pernicano</u>	329 Tyler Way	PERNICANO
19. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
20. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
21. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
22. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
23. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
24. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
25. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
26. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
27. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
28. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
29. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
30. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH
31. <u>Jack T. Meanach</u>	1409 Lakeside Dr	MEANACH

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>Harold V. Kelly</i>	<i>24600 Hwy 36 Chaska, MN</i>	<i>Alley</i>
2. <i>William Kelly</i>	<i>912 E. 12th Ave</i>	<i>KWAPY</i>
3. <i>Don M. Kelly</i>	<i>#19 Valley West Lolo,</i>	<i>Alley</i>
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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Shirley Beick</u>	<u>13750 Lolo Creek Rd</u>	<u>BEICK</u>
2. <u>Barbara Henderson</u>	<u>Box 3 Lolo, MT</u>	<u>Henderson</u>
3. <u>Mari Woods</u>	<u>229 Oliver Lolo, MT</u>	<u>WOODS</u>
4. <u>Ray Ann & George</u>	<u>P.O. Box 100 Lolo, MT</u>	<u>PUMP</u>
5. <u>William Williamson</u>	<u>21 DOWIE DR Lolo, MT</u>	<u>WILLIAMSON</u>
6. <u>Urbie Morgan</u>	<u>1504 492 Lolo, MT</u>	<u>Morgan</u>
7. <u>P. J. Whitlock</u>	<u>Box 15930 Lolo, MT</u>	<u>WHITLOCK</u>
8. <u>Karoly McKinstrey</u>	<u>14 E. Lolo Creek</u>	<u>Lolo, MT.</u>
9. <u>William Smiller</u>	<u>304 River Dr.</u>	<u>Lolo, mt.</u>
10. <u>Jim Estelle</u>	<u>2335 DEER CREEK</u>	<u>MSLA MT</u>
11. <u>Walter Hume</u>	<u>2200 50 5th St</u>	<u>Miss. Int.</u>
12. <u>James Hume</u>	<u>13115 Madison Rd.</u>	<u>Miss. Int.</u>
13. <u>Andy O'Connor</u>	<u>18555 WILCK Rd Lolo, MT.</u>	<u>O'Connor</u>
14. <u>Robert</u>	<u>5750 Cochise</u>	<u>MSLA, MT.</u>
15. <u>Donald F. Sheppard</u>	<u>#29 Leipsy</u>	<u>SHEPPARD</u>
16. <u>Lynda Moe</u>	<u>7750 Hwy Rd</u>	<u>Moe</u>
17. <u>Paul Kachar</u>	<u>NE 330 Poplar</u>	<u>Florence</u>
18. <u>Robert Siebergha</u>	<u>19100 Old Hwy 93</u>	<u>Florence</u>
19. <u>Barbara Engbretson</u>	<u>6755 Marmon Rd Lolo</u>	<u>Engbretson</u>
20. <u>James Gray</u>	<u>P.O. Box 118</u>	<u>Lolo</u>
21. <u>John Sherlock</u>	<u>120 Box 76 Lolo</u>	<u>Florence</u>
22. <u>John Mason</u>	<u>5380 THOMAS RD</u>	<u>Florence</u>
23. <u>Bruce Hartford</u>	<u>Old Hwy 9350</u>	<u>Florence</u>
24. <u>James Hume</u>	<u>101 Ridgway</u>	<u>Lolo</u>
25. <u>Michael V. Schmitt</u>	<u>148 Cascade</u>	<u>Lolo</u>
26. <u>Cynthia Kovach</u>	<u>3975 Spaulding Lane</u>	<u>KOVACH</u>
27. <u>George F. Hume</u>	<u>1000 1000 Ave</u>	<u>Lolo Benjamin</u>
28. <u>Jack Hume</u>	<u>11750 Allomont</u>	<u>Lolo Hertz</u>
29. <u>Mary Hertz</u>	<u>"</u>	<u>Hertz</u>
30. <u>Carmella Eddy</u>	<u>211 Redden Valley</u>	<u>Florence Eddy</u>
31. <u>John E. Hume</u>	<u>P.O. Box 111</u>	<u>Lolo</u>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE ON MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Mitchell J. Mitchell</u>	<u>Kalack Rd</u>	<u>Mitchell</u>
2. <u>Margaret R. Knudson</u>	<u>316 O'Connor Dr</u>	<u>Knudson</u>
3. <u>John H. Erickson</u>	<u>223 Essex</u>	<u>ERICKSON</u>
4. <u>Richard L. Carr</u>	<u>1212 Schmitz Lolo</u>	<u>CARR</u>
5. <u>Christine B. Baker</u>	<u>217 Pittsburg, Idaho</u>	<u>BAKER</u>
6. <u>Denny Spurgat</u>	<u>NW 5338 Teesdale Florence</u>	<u>Spurgat</u>
7. <u>Carl Lamm</u>	<u>400 7th Hwy</u>	<u>Lamm</u>
8. <u>Russell Lane</u>	<u>Lolo</u>	<u>LANE</u>
9. <u>John P. Pette</u>	<u>Box 801 Lolo</u>	<u>PETTE</u>
10. <u>William R. Bick</u>	<u>Box 572 Lolo</u>	<u>Bick</u>
11. <u>John W. Bick</u>	<u>Box 572 Lolo</u>	<u>Bick</u>
12. <u>Carl E. Halgren</u>	<u>Box 565 Lolo</u>	<u>HALGREN</u>
13. <u>Tom Blankenship</u>	<u>Box 922 Lolo</u>	<u>Blankenship</u>
14. <u>Quincy H. Blankenship</u>	<u>Box 922 Lolo</u>	<u>Blankenship</u>
15. <u>Mary J. Marron</u>	<u>247 Backay Lolo</u>	<u>Marron</u>
16. <u>Ellen E. Allen</u>	<u>PO Box 357, Lolo</u>	<u>ALLEN</u>
17. <u>Patricia L. Allen</u>	<u>534 Main St Lolo</u>	<u>Allen</u>
18. <u>Bill Dexter</u>	<u>Mill Creek Rd</u>	<u>Dexter</u>
19. <u>Alan Clark</u>	<u>PO Box 517, Lolo</u>	<u>CLARK</u>
20. <u>Ellen E. Allen</u>	<u>PO Box 517, Lolo</u>	<u>Allen</u>
21. <u>Charles H. Allen</u>	<u>1650 Finedandy</u>	<u>Florence</u>
22. <u>Grundy Stevens</u>	<u>Lolo Park</u>	<u>Stevens</u>
23. <u>Irwin Edward</u>	<u>Lolo</u>	<u>Edward</u>
24. <u>Tommy Bergquist</u>	<u>Lolo</u>	<u>Bergquist</u>
25. <u>Judy F. Flemmer</u>	<u>Box 471</u>	<u>Flemmer</u>
26. _____	_____	_____
27. _____	_____	_____
28. _____	_____	_____
29. _____	_____	_____

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>Paul Mann</i>	234 Ridgeway	MANN
2. <i>Ronald Malensek</i>	RED DANG SALOON	MALENSEK
3. <i>John Peterson</i>	135 Barclay	JOHNSON
4. <i>Peg Peterson</i>	722 1/2 Mormon Creek Rd.	JOHN PETERSEN
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PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Marge O. Faller</u>	<u>10465 Lakewood Pl</u> <u>Lolo, mt 59847</u>	<u>FALLER</u>
2. <u>Spunk Christensen</u>	<u>125 Dalley Lolo</u>	<u>Christensen</u>
3. <u>Walter Heiner</u>	<u>11223 Jones Rd Florence</u>	<u>HEINER</u>
4. <u>Ellen Miller</u>	<u>PO Box 58 Lolo</u>	<u>Miller</u>
5. <u>Orval Lind</u>	<u>Box 276 Lolo</u>	<u>LEIGLAND</u>
6. <u>Bettina Holmstrom</u>	<u>154 Dalley Lolo</u>	<u>Florence</u>
7. <u>John H. Emerson</u>	<u>4 Lake Lolo</u>	<u>Lolo, MT</u>
8. <u>William Hiner</u>	<u>246 Hannaford Lane</u>	<u>Florence</u>
9. <u>Margaret Mettles</u>	<u>246 Hannaford Lane</u>	<u>Florence</u>
10. <u>Wesley Oke</u>	<u>10 Ridgeway</u>	<u>Lolo / OKE</u>
11. <u>Steve L. Dicken</u>	<u>PO Box 331</u>	<u>Lolo, MT 59847</u>
12. <u>Joe Gauthier</u>	<u>242 Barclay</u>	<u>Lolo MT 59847</u>
13. <u>John Buck</u>	<u>5693 Meadow Vista</u>	<u>Florence MT 59833</u>
14. <u>Bill Buck</u>	<u>5693 Meadow Vista</u>	<u>Florence MT 59833</u>
15. <u>John Emerson</u>	<u>200. Barclay</u>	<u>Lolo Emerson</u>
16. <u>Edy D. Wiley</u>	<u>942 Lolo MT</u>	<u>Wentley</u>
17. <u>Walter D. Runkle</u>	<u>PO 942 Lolo, MT</u>	<u>O'Runkle</u>
18. <u>James Dade</u>	<u>Lolo MT</u>	<u>Dade</u>
19. <u>David H. Hoyer</u>	<u>11578 Highway 95</u>	<u>Florence MT 59833</u>
20. <u>Lyndy Burt</u>	<u>1350 Otter</u>	<u>Lolo MT 59847</u>
21. <u>John H. Hoyer</u>	<u>10450 Lolo Lolo</u>	<u>Piche</u>
22. <u>John H. Hoyer</u>	<u>21 Otter</u>	<u>Lolo MT 59847</u>
23. <u>Wendy H. Hoyer</u>	<u>1500 Rockford Lane</u>	<u>Florence MT</u>
24. <u>John H. Hoyer</u>	<u>21 Otter</u>	<u>Lolo MT 59847</u>
25. <u>John H. Hoyer</u>	<u>4394 21st Ave Missoula</u>	<u>59803 Maxson</u>
26. <u>John H. Hoyer</u>	<u>169 Lolo</u>	<u>Holmes</u>
27. <u>John H. Hoyer</u>	<u>1508 Lakewood</u>	<u>Lolo</u>
28. <u>William M. Quebec</u>	<u>4775 Carolyn Lane</u>	<u>Florence MT - Quebec</u>
29. <u>John H. Hoyer</u>	<u>153 Lolo</u>	<u>Lolo MT - Wolff</u>
30. <u>John H. Hoyer</u>	<u>115 Cascade</u>	<u>Lolo MT - Yates</u>
31. <u>John H. Hoyer</u>	<u>131 Lolo</u>	<u>Lolo Montana - Lason</u>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE ON MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
<i>Eric Hostetter</i>	<i>Box 924 Lolo, MT</i>	Hostetter
<i>Barry J. Honold</i>	<i>5670 Ellison Ln Florence, MT</i>	HONOLD
<i>William C. Lyskump</i>	<i>Box 8 Lolo</i>	Lyskump
<i>John W. Lott</i>	<i>Florence</i>	WILLIAMS
<i>George L. Johnson</i>	<i>3040 Council Ave</i>	Johnson
<i>John Chamberlin</i>	<i>16425 N. 2nd St</i>	Chamberlin
<i>Janet Hanna</i>	<i>Box 181 Lolo</i>	HANNA
<i>Connie Ibey</i>	<i>N.E. 271 Hidden Valley</i>	Florence Ibey
<i>Dave Ibey</i>	<i>N.E. 271 Hidden Valley</i>	Florence Ibey
<i>John H. Ivey</i>	<i>Box 802 Lolo</i>	Ivey
<i>Kimberly J. Walden</i>	<i>5565 Brady Lane</i>	SWALDEN
<i>Frederick J. Erland</i>	<i>PO Box 313 Lolo</i>	ERLAND
<i>George H. Harrison</i>	<i>2250 So. Meadowood</i>	Missoula
<i>Marshall R. Ryke</i>	<i>730 Longstaff</i>	Missoula
<i>Joe D. Erickson</i>	<i>4303 Spruig</i>	Missoula
<i>John H. Ryke</i>	<i>1024 S. Lolo</i>	
<i>Ray H. Ryke</i>	<i>721 Montana Ave</i>	Missoula
<i>Mike Ryke</i>	<i>#13 Blue Mt Lolo</i>	STENSEN
<i>Benny Williamson</i>	<i>304 Tyler Way Lolo</i>	Williamson
<i>John Q. P.</i>	<i>Lolo Creek Rd</i>	Lolo MT 59847
<i>John Person</i>	<i>Florence</i>	Tripp Person
<i>John P. Kuntz</i>	<i>157 Cascade Lolo</i>	KUNTZ
<i>John W. Kuntz</i>	<i>Lolo Creek Rd</i>	WENKUS
<i>Marjorie Kuntz</i>	<i>215 ST John</i>	FLORIAN
<i>Brian Johnson</i>	<i>1555 Oakridge Dr</i>	JOHNSON
<i>Mary Ann Barta</i>	<i>PO Box 305</i>	Lolo BARTA
<i>John Davis</i>	<i>Will Creek Rd Lolo</i>	Davis
<i>Chelly Commey</i>	<i>Lolo Creek Rd</i>	COMMERY
<i>Carl B. Pagenstecher</i>	<i>N.W. 91st Highway Sp.</i>	PAGENSTECHE
<i>John P. Day</i>	<i>PO Box 114 Lolo</i>	DAY
<i>John B. Tallent</i>	<i>Farm & Ranch</i>	Tallent

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SIGNATURE

ADDRESS

PRINTED LAST NAME

1. James J. Fisher 7140 Canyon Jerry Rd. Fisher
2. James Fisher 7140 C.F. Helen Fisher
3. Doris J. Fisher " Nelson Fisher
4. Carl P. Gill NE 229 8 Mile Rd. Florence MT. Gill
5. Stephen Gill NE 229 8 Mile Rd. Florence MT. Gill
6. David Putnam 5720 Old Hwy 93 Florence MT. Putnam
7. Donna H. Harkinson NW 135 1/2 Mile Rd. Florence MT. Harkinson
8. Donna Harkinson NW 135 1/2 Mile Rd. Florence MT. Harkinson
9. Earl Chapman 701 Glacier Lolo MT. Chapman
10. Wendy Emery 5720 8 Mile Hwy. Sturgis, MT. Wendy Emery
11. David Pearson 7140 Canyon Jerry Rd. David Pearson
12. Carl Bergstrom 129 1/2 Hwy. Bergstrom
13. Donna J. Elder 129 1/2 Hwy. Elder
14. Bruce Hamilton 305 Red Fox Rd. Hamilton
15. Robert Nelson Casselton Rd. Nelson
16. Don Johnston Powell RS. Lolo Johnston
17. Dana Bonzagni Powell RS. Lolo, MT. Bonzagni
18. Terry Robinson 4445 Hwy 12 Lolo Robinson
19. Sharon Burger Box 457, Victor, MT. Burger
20. Collyer R. Mattern 2001 King Rd. Florence, MT. Mattern
21. Jack S. Olson 409 Franklin Ave. J.S. Olson
22. John LaRoch P.O. Box 30 Lolo, MT. LaRoch
23. John R. Cromwell 1281 1/2 Hwy. Cromwell
24. Joan E. Shaw 3400 Kent MS. MT. Shaw
25. Dorothy C. Terrell 6515 Mainway Rd. Lolo, MT. Terrell
26. Alfred A. Albert 388 1/2 Hwy. Albert, MT
27. Joe M. O'Neil 700 Canyon Ch. Lolo Mont O'Neil
28. Sharon Rowley Hinkley Point Salmon, Montana Rowley
29. Joe Mardon Jr. 2236 1/2 Hwy. Missoula Mont Mardon Jr
30. Robert Fisher 5402 Timmons Florence MT. 595.33
31. Donald Russell 202 Marine Russell

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>J. Zitto</i>	Lolo Creek Rd. Lolo, Mt.	Zitto-
2. <i>R. M. MARR</i>	6197 E. S. de Hwy	MARR
3. <i>Charles Parker</i>	Box 335 - Lolo	Parker
4. <i>Alayne Scott</i>	Stevensville	SCOTT
5. <i>J. Higgins</i>	Stevensville	HIGGINS
6. <i>Ed W. Bjork</i>	"	Bjork
7. <i>Frank Peters</i>	Florence	Peters
8. <i>Jim Crider</i>	Florence	CRIDERS
9. <i>Alvin Crider</i>	Florence	Crider
10. <i>Tom Nelson</i>	Florence	Nelson
11. <i>Patricia Nelson</i>	Florence	Nelson
12. <i>Howard Denton</i>	Powell, Ida.	DENTON
13. <i>W. Mitchell</i>	FLORENCE MT.	MITCHELL
14. <i>W. Jordan</i>	Olympia Wash	Jordan
15. <i>Margaret Harrison</i>	Florence MT.	Harrison
16. <i>Edith Flittner</i>	Meramec, MT.	FLITTNER
17. <i>Dr. GARR</i>	Lolo	GARR
18. <i>Samuel Finch</i>	Florence	Finch
19. <i>John Traus</i>	Lolo	TRAUS
20. <i>Libby M. Prellwitz</i>	174 Sharnoff Hilltop Stevensville, MT 59706	PRELLWITZ
21. <i>John J. Jones</i>	831 Parkview Drive	JONES
22. <i>James K. Langgier</i>	Box 56, Colville 59520	LANGGIER
23. <i>Ray Cleveland</i>	Box 665, Lolo MT	CLEVELAND
24. <i>Glenn Shattuck</i>	Box 81, Florence, MT	SHATTUCK
25. <i>John W. Nelson</i>	Box 442, Florence, MT 59723	NELSON
26. <i>John Clear</i>	Box 7021, Lolo, MT 59847	CLEAR
27. <i>Kurt Kuchel</i>	205 Clark Lane, Florence, MT 59833	Kuchel
28. <i>E. A. Kuchel</i>	205 Clark Lane, Florence, MT 59833	Kuchel
29. <i>Edward E. Braach</i>	3616 W. 1st, Missoula, MT	EDWARD E. BRAACH
30. <i>Paul D. B. B. B.</i>	514 W. 1st, Missoula, MT	B. B. B.

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Ray Rammell	17000 Coloc Rd	Rammell
2. Clement Carey	15345 Mill Creek Road	Carey
3. Dorothy M. Lane	12755 Regate Dr. Lolo, MT.	Lane
4. Phyllis Rock	Lo Lo Box 126	Rock
5. Debbie Elliott	265 Park Villa	Lolo, Elliott
6. Leta Twardowski	243 E. 2nd	Lolo
7. Kevin Schmidt	6195 Delaware Dr.	Lolo Schmidt
8. Agnieszka Mytly	Lolo Ch Rd	Lolo Mytly
9. Leta Denny	Exp. Hwy	Lolo Denny
10. Debbie Skillicorn	109 Cascade	Lolo Skillicorn
11. Billie Skillicorn	104 Cascade	Lolo Skillicorn
12. Shirley Wasinger	517 Doris Dr.	Lolo Wasinger
13. Shirley Tenn	Box 127	Lolo Tenn
14. W. Francis Shriner	Box 311	Lolo Shriner
15. Teresa Kamps	Box 421, Lolo	Lolo Kamps
16. Joyce Hawfield	305 Red Fox Road	Lolo Hawfield
17. Leta Power	262 Barclay	Lolo Power
18. Donald Hangan	Box 744	Lolo Hangan
19. Cybil Thuman	214 Ridgeway	Lolo Thuman
20. Leta Kimerly	Lolo	Lolo Kimerly
21. Leta Doty	12550 Lolo Ch Rd	Lolo Doty
22. Leta Doty	Salmon, ID	Lolo Doty
23. Leta Ferris	11101 N. 1st Ave, Lolo	Ferris
24. John C. Ellis	14185 Lolo Creek Rd. Lolo	Ellis
25. Leta Madgwick	1302 Kinnwood	Madgwick
26. Leta Smith	429 RD	Lolo MT Smith
27. Al Rawlins		HELENA Rawlins
28. Shonda Kelly	178	Florence Kelly
29. Leta Lupo		Lolo Lupo
30. Leta Christensen	Box 279	CHRISTENSEN
31. Leta Lockwood	266 Brighton	Lolo Lockwood

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Red J. White</u>	9122 Leatheway St Florence MT	Richard Williams
2. <u>Ray J. Williams</u>	4152 1st Avenue SE	Williams
3. <u>Walter M. Hawthorne</u>	234 Cumberland St. Lot. Hawthorne	HALTHORNE
4. <u>John Brock</u>	6405 Care Lane Lolo, Mt.	
5. <u>William Moore</u>	6405 Care Lane Lolo, MT	Moore
6. <u>William Moore</u>	117 B. 6th	Lolo, MT
7. <u>John Moore</u>	Lolo, MT	Moore
8. <u>John M. Wenders</u>	P.O. Box 675 Lolo, MT	WENDERS
9. <u>Edith Kennedy</u>	Pineywoods Lolo, MT	Kennedy
10. <u>Lorraine Fries</u>	Pineywoods Lolo, MT	Fries
11. <u>Alan Fries</u>	Pineywoods Lolo, MT	Fries
12. <u>Roy Walker</u>	Box 223 Lolo, MT	Walker
13. <u>Bill Williams</u>	150 Highway Lolo, MT	Williams
14. <u>Emily B. Angus</u>	P.O. Box 84 Lolo, MT	
15. <u>John A. Leger</u>	P.O. Box 369 Florence, MT	Leger
16. <u>James Milligan</u>	251 Essex, Lolo, MT	Milligan
17. <u>John McKeehan</u>	Box 336 Lolo, MT 59447	McKeehan
18. <u>Manuel Rhodes</u>	234 1st St. Lolo, MT	Rhodes
19. <u>John Rhodes</u>	234 1st St. Lolo, MT	
20. <u>John Osborne</u>	234 1st St. Lolo, MT	Osborne
21. <u>John Lewis</u>	Levens & Clark Rd	Lewis
22. <u>David Lundmark</u>	Kimwood	Lundmark
23. <u>John Brown</u>		
24. <u>Ellie Wozniak</u>	Marmion Ct Rd	Wozniak
25. <u>Edith Green</u>	Frenchtown	Green
26. <u>White Brown</u>	Florence	Brown
27. <u>John Kern</u>	Lolo	Kern
28. <u>Anders Voigt</u>	Florence	Voigt
29. <u>Angus Randall</u>	234 1st St. Lolo	RANDALL
30. <u>John Neumann</u>	Lolo Creek Rd	Neumann
31. <u>John Purcell</u>	Lolo, MT	PURCELL

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE ON MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>John Nelson</i>	Lolo	NE/SON
2. <i>Hester & Stout</i>	Lolo	STOUT
3. <i>David B. Strom</i>	Lolo	STROM
4. <i>Joan Crall</i>	Florence	Crall
5. <i>Walter Welling</i>	Lolo	Welling
6. <i>John F. Folsom</i>	msla	Folsom
7. <i>Anna Rossignol</i>	Lolo	ROSSIGNOL
8. <i>William H. Hensley</i>	Shelburne, Vt.	Hensley
9. <i>Verma V. Heltemes</i>	Lolo	Heltemes
10. <i>Paul C. Lange</i>	Lolo	Lange
11. <i>Edna Cowan</i>	Lolo	COWAN
12. <i>Robert Rock</i>	Lolo	ROCK
13. <i>DARYL FLECHSING</i>		MSLA Flechsing
14. <i>William R. Folsom</i>		Folsom
15. <i>Harold Heltemes</i>	Lolo, MT	Heltemes
16. <i>James Robertson</i>	Lolo, MT	Robertson
17. <i>Walter Hartman</i>	Florence, MT	Hartman
18. <i>Edward Duncan</i>	Florence, MT	DUNCAN
19. <i>Marlene Rule</i>	Lolo, MT	Rule
20. <i>Paul Rule</i>	Lolo, MT	Rule
21. <i>Paul Smith</i>	MSLA MT.	Smith
22. <i>Gary R. Como</i>	Florence, MT	Como
23. <i>Al Bellavance</i>	HAMILTON	BELLAVANCE
24. <i>Marion M. Marshall</i>	Lolo	MARSHALL
25. <i>Norman Johnson</i>	Lolo 217 Glacier	JOHNSON
26. <i>William F. Folsom</i>	Lolo	FOLSOM
27. <i>Richard A. Mazzi</i>	Lolo	MAZZI
28. <i>Philly Van Engen</i>	FLORENCE	VAN ENGEL
29. <i>Edna Martin</i>	Missoula	MARTIN
30. <i>Lyttles Boies</i>	Florence	Boies
31. <i>James H. Hensley</i>	Shelburne, Vt.	Hensley

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Loyce Bumbarger</u>	<u>5470 Fairview #12 Lolo, Mt</u>	<u>Bumbarger</u>
2. <u>Howard T. May</u>	<u>Box 773 Lolo, MT</u>	<u>May</u>
3. <u>Cate Crue</u>	<u>501 Tyler, Lolo</u>	<u>CRUE</u>
4. <u>Donna Risk</u>	<u>P.O. Box 701 Lolo</u>	<u>Risk</u>
5. <u>James H. May</u>	<u>Lolo Creek</u>	<u>Hickney</u>
6. <u>John T. May</u>	<u>Mountain View Rd</u>	<u>LAHAY</u>
7. <u>John T. May</u>	<u>Mountain View Rd</u>	<u>LAHAY</u>
8. <u>William T. May</u>	<u>Mountain View Rd</u>	<u>LAHAY</u>
9. <u>Mary Carr</u>	<u>1212 Lakeview</u>	<u>CARR</u>
10. <u>William T. May</u>	<u>P.O. Box 534</u>	<u>MUNSON</u>
11. <u>John T. May</u>	<u>156 Church St.</u>	<u>LAHAY</u>
12. <u>William T. May</u>	<u>Box 113 Fairview</u>	<u>PITTSKE</u>
13. <u>John T. May</u>	<u>1094 Fairview Rd</u>	<u>PITTSKE</u>
14. <u>Paul L. Leight</u>	<u>5382 Two moons Rd</u>	<u>Leight</u>
15. <u>Christy Hartman</u>	<u>280 Pleasant</u>	<u>Hartman</u>
16. <u>Donald Hall</u>	<u>154 Della</u>	<u>Hall</u>
17. <u>Paul McCall</u>	<u>Box 722 Lolo</u>	<u>McCall</u>
18. <u>William T. May</u>	<u>Fairview</u>	<u>LAHAY</u>
19. <u>William M. Caplis</u>	<u>1304 Lakeside Dr</u>	<u>CAPLIS</u>
20. <u>John T. May</u>	<u>695 Fairview Rd</u>	<u>LAHAY</u>
21. <u>Ray A. McLean</u>	<u>6755 Morrison Cr Lolo</u>	<u>McLEAN</u>
22. <u>John T. May</u>	<u>154 Della</u>	<u>LAHAY</u>
23. <u>Cathy Haggard</u>	<u>Lolo Creek Rd</u>	<u>HAGGARD</u>
24. <u>Donald Mitchell</u>	<u>Lolo, MT</u>	<u>Hitchell</u>
25. <u>William T. May</u>	<u>Box 216 Tyler Way</u>	<u>LAHAY</u>
26. <u>Phyllis Peltonen</u>	<u>Gen Del, Lolo</u>	<u>Peltonen</u>
27. <u>William T. May</u>	<u>" " "</u>	<u>Jay</u>
28. <u>William T. May</u>	<u>345 Grand Island</u>	<u>LAHAY</u>
29. <u>John T. May</u>	<u>345 Grand Island</u>	<u>LAHAY</u>
30. <u>William T. May</u>	<u>7315 US Highway 12</u>	<u>LAHAY</u>
<u>William T. May</u>	<u>13023 Fairview Rd</u>	<u>LAHAY</u>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Carl Kohls	Shreveville	Kohls
2. Susan Carr	Lolo	Susan Carr
3. Big Mike Spies	Lolo	SPIES
4. Larned Loring	Missoula	LORING
5. Sue Skits	Missoula	Skits
6. Young Ju-Zen	Lolo	Zens
7. Cole Houg	Lolo	Houg
8. H. H. McKenna	Lolo	McKenna
9. Cherry World	Missoula	World
10. Joseph A. Haggard Jr.	Lolo	Haggard
11. Peter Hundtgrund	Lolo	Hundtgrund
12. Jimmy J. Jones	Lolo	Jones
13. Duff Schmid	Lolo	Schmid
14. Kathryn Lind	Lolo	Lind
15. John Johnson	Lolo	Johnson
16. Cheryl Harris	Lolo	Harris
17. H. W. Adams	Lolo	ADAMS
18. Stanley Brooks	Lolo	BROOKS
19. Fred Price	Lolo	Price
20. L. H. Dinger	Lolo	DINGER
21. Raul Porter-Smith	Lolo	Porter-Smith
22. Rebecca Kramer	Lolo	Kramer
23. James L. Pifer	Lolo	PIFER
24. Pender Thorsen	Lolo	Thorsen
25. E. Lee Abele	Lolo	ABELE
26. Barry L. Duffalo	Lolo	Duffalo
27. Carrie Coulter	Lolo	COURTIER
28. Kathy Allen	Lolo	Allen
29. Curt Lee	Lolo	LEE
30. James R. Russell	Missoula	Russell
31. Alan Thomas	Shreveville	THOMAS

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Church Brewster</u>	4354 Sunnyside	Gresham
2. <u>Cindy Kurtz</u>	6950 NORMAN CREEK	KURTZ
3. <u>Ken Haas</u>	55 th Lakeview PARK	HAAS
4. <u>Marilyn McNeill</u>	1605 Lakeland	McNeill
5. <u>Robert McNeill</u>	3000 110 th Hillbrook	McNeill
6. <u>Vicki McDougall</u>	215 Essex	Lolo (McDougall)
7. <u>Linda McDougall</u>	215 Essex	Lolo McDougall
8. <u>Lars Bergstrom</u>	125 Glacier Dr.	Lolo Bergstrom
9. <u>Clayton D. Moore</u>	27801 Lolo Crk Rd	MOORE
10. <u>John M. Stanger</u>	P.O. Box 163, Lolo	STANGER
11. <u>John R. Stanger</u>	P.O. Box 163, Lolo	STANGER
12. <u>Cathy Winder</u>	313 River Dr.	Winder
13. <u>John Dexter</u>	Mill Creek Rd	Dexter
14. <u>John Gross</u>	355 Montana Ave. #1	Gross
15. <u>Dan McLean</u>	312 Tyler Way	McLEAN
16. <u>John Schrockendust</u>	Lolo Mt.	Schrockendust
17. <u>John Rummel</u>	10555 Lewis & Clark Hwy	Rummel
18. <u>Donna Rummel</u>	10355 Lewis & Clark Hwy	RUMMEL
19. <u>John Rummel</u>	Rd 177, Lolo, MT	Rummel
20. <u>John Rummel</u>	3300 Norman Cr. Rd.	Lolo Mt. Aimi
21. <u>John Rummel</u>	3300 Norman Cr. Rd.	Lolo Mt. Aimi
22. <u>John R. Chiles</u>	2145 Northchase	CHILES
23. <u>John R. Chiles</u>	201 Parkside Dr	Lolo, MT 59847
24. <u>John R. Chiles</u>	P.O. Box 117	Lolo 59847
25. <u>Alan Miller</u>	P.O. Box 254	Lolo Alan Robertson
26. <u>Fred Hansen</u>	119 Roosevelt	Hamilton MT. 59840
27. <u>William G. Miller</u>	1136 W. Diamond	Boz. Mt. 59840
28. <u>Paula Jewell</u>	Lewis & Clark Dr.	Lolo, MT 59847
29. <u>Kathy Barker</u>	Lolo MT	Barker
30. <u>John Reynolds</u>	Flourish Mt	Reynolds
31. <u>John Hansen</u>	1136 W. Diamond	HANSEN

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Franklin McKinney</u>	<u>PO Box #69 Lolo, MT 59517</u>	<u>McKinney</u>
2. <u>Bob Lanning</u>	<u>115 E 13th Lolo, MT 59517</u>	<u>Lanning</u>
3. <u>Harry Larson</u>	<u>131 DALLAS, LOLO</u>	<u>LARSON</u>
4. <u>John St John</u>	<u>422 South Main St</u>	<u>ST JOHN</u>
5. <u>James S Brundage</u>	<u>17474 Hwy 73 S.</u>	<u>Brundage</u>
6. <u>Mike Vasser</u>	<u>720 Travis, Mtn</u>	<u>VASSER</u>
7. <u>Steve Cook</u>	<u>5634 East Side Hwy Stevi</u>	<u>COOK</u>
8. <u>Ben Johnson</u>	<u>9000 Birch Lane</u>	<u>JOHNSON</u>
9. <u>W E Johnson</u>	<u>9000 Birch Lane</u>	<u>JOHNSON</u>
10. <u>Clarence Rule</u>	<u>Box 68 - Lolo</u>	<u>RULE</u>
11. <u>Thomas M. Thomsen</u>	<u>5470 Farm Lane, Soda</u>	<u>THOMSEN</u>
12. <u>John T. Ragan</u>	<u>allstate Lolo Rd</u>	<u>RAGAN</u>
13. <u>Myrtle Miller</u>	<u>6564 Birch Hill Rd</u>	<u>MILLER</u>
14. <u>Herb Selter</u>	<u>4000 Red Haven</u>	<u>Selter</u>
15. <u>Robert Spoke</u>	<u>4123 E 28th</u>	<u>Spoke</u>
16. <u>Myrtle Miller</u>	<u>6564 Birch Hill Rd</u>	<u>MILLER</u>
17. <u>Debbie Gerard</u>	<u>PO Box 23 Lolo, MT</u>	<u>Gerard</u>
18. <u>Greg Owens</u>	<u>1408 Lakeside Dr.</u>	<u>OWENS</u>
19. <u>Clarence Curran</u>	<u>Box 471 Lolo, MT</u>	<u>CURRANCE</u>
20. <u>W. A. Satchwell</u>	<u>Locksley Lolo</u>	<u>Satchwell</u>
21. <u>Bonny Williams</u>	<u>208 Tyler Way Lolo</u>	<u>WILLIAMSON</u>
22. <u>Robert Stahl</u>	<u>309 Red Fox Rd. Lolo</u>	<u>STAHL</u>
23. <u>Greg M. Patrick</u>	<u>Box 517 Victor</u>	<u>PATRICK</u>
24. <u>Patti Schwind</u>	<u>PO Box 264 LOLO, MT</u>	<u>SCHWIND</u>
25. <u>Charles Hansen</u>	<u>10355 Lakewood Pl Lolo</u>	<u>Hansen</u>
26. <u>Fred Ness</u>	<u>Box 368. Lolo, MT</u>	<u>Ness</u>
27. <u>Betty Smith</u>	<u>429 River Dr.</u>	<u>SMITH</u>
28. <u>Emilee S. Larson</u>	<u>131 Waller Lolo, MT 59807</u>	<u>LARSON</u>
29. <u>Don Trumble</u>	<u>111 Ridgeway Lolo, MT 59847</u>	<u>TRUMBLE</u>
30. <u>Joe D. Kelly</u>	<u>225 Glacier Dr Lolo, MT 59847</u>	<u>KELLY</u>
31. <u>Florence M. Johnson</u>	<u>1950 Birch Hill Rd</u>	<u>JOHNSON</u>

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Bud L. L. L.	Lolo Cr Rd	LUTHER
2. Jean R. R.	127 Ridgeway	Rannakin
3. L. L. L.	1612 Lakeside Dr	COOK
4. Bob F. F.		Williams
5. L. L. L.	14230 Lolo Highway	Louless
6. L. L. L.		Larkin
7. L. L. L.	Leisure Park	Laverdure
8. L. L. L.	Leisure Park	Benton
9. L. L. L.	Don Dr	PORTER
10. Alice H. H.	Box 381	Lolo, MT Hegge
11. L. L. L.		Lolo Pullman
12. L. L. L.		Lolo
13. L. L. L.	10172 Sea Ranch Rd	Kenaker
14. L. L. L.	20002 King Road	Reck
15. L. L. L.	Box 804	Reinke
16. L. L. L.	Leisure Park	SALLEE
17. L. L. L.	Box 60	Jensen
18. L. L. L.	Leisure Park, Lolo	WATERS
19. L. L. L.	Missoula, MT	Belcher
20. L. L. L.	Missoula, MT	Belcher
21. L. L. L.	Box 669	Bel-Rivera
22. L. L. L.	242 Ridgeway Lolo	Beich
23. L. L. L.	13850 Lolo Creek Rd	Schneider
24. L. L. L.	4496 Watt Lane	WATT
25. L. L. L.	Box 814, Lolo	Milohov
26. L. L. L.	6005 Deloitte Lolo	Jette
27. L. L. L.	123 New Missoula Dr	Heath
28. L. L. L.	123 New Missoula Dr	Missoula
29. L. L. L.	Lolo Mt	Conce
30. L. L. L.	Lolo Mt	Peterson
31. L. L. L.	Lolo Mt	Maalala

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>blunk, hunter</u>	<u>SWIN Wadley Rd, Hamilton, MT</u>	<u>MITCHELL</u>
2. <u>Trida Johnston</u>	<u>12315 Lewis & Clark Rd</u>	<u>Benton</u>
3. <u>Walt Hubbell</u>	<u>159 DEERHEADS, MSL</u>	<u>HUBBELL</u>
4. <u>Flargaine Mont</u>	<u>313 O'Connell Rd.</u>	<u>Mont</u>
5. <u>Daryl</u>	<u>610 DAVIS</u>	<u>STEV</u>
6. <u>Jim H Beyer</u>	<u>Lolo Creek Rd</u>	<u>BEYER</u>
7. <u>Richard Lewis</u>	<u>Nov 464 Stevensville, mt.</u>	<u>LEWIS</u>
8. <u>Elmer Flynn</u>	<u>1100 Flynn Lane</u>	<u>FLYNN</u>
9. <u>Mary G. Flynn</u>	<u>2100 Flynn Ln</u>	<u>FLYNN</u>
10. <u>Cheryl Kaley</u>	<u>235 Glacier Rd</u>	<u>KALEY</u>
11. <u>Evelyn B. Cleary</u>	<u>P.O. Box # 299, Lolo</u>	<u>CLEARY</u>
12. <u>Connie Whitten</u>	<u>P.O. Box 33, Lolo, MT</u>	<u>CONNIE Whitten</u>
13. <u>Guy Lewis</u>	<u>Box 1039 - Mts City</u>	<u>LEWIS</u>
14. <u>Ed Johnson</u>	<u>Box 2395 Missoula</u>	<u>JOHNSON</u>
15. <u>Harold J. Oster</u>	<u>10530 Selma Rd Lolo MT 59847</u>	<u>OSTER</u>
16. <u>Mary Nelson</u>	<u>Box 38</u>	<u>NELSON</u>
17. <u>Andy Smith</u>	<u>232 Glacier Rd</u>	<u>SMITH</u>
18. <u>Robert Trunk</u>	<u>807 Foster Ave Stev</u>	<u>TRUNK</u>
19. <u>Norman Shrag</u>	<u>301 Cumberland Rd Lolo</u>	<u>SHRAG</u>
20. <u>Dennis Shaw</u>	<u>109 S. Cooper Ln</u>	<u>SHAW</u>
21. <u>John C. Tschida</u>	<u>1125 Hwy 93 So. Missoula</u>	<u>TSCHIDA</u>
22. <u>W. H. Williams</u>	<u>BFD Life Nat</u>	<u>WILLIAMS</u>
23. <u>John Zeigle</u>	<u>315 Broadway, Lolo</u>	<u>ZEIGLE</u>
24. <u>David L. Tanning</u>	<u>1100 LAURENCE DR Lolo, MT.</u>	<u>TANNING</u>
25. <u>William C. Tanning</u>	<u>1100 LAURENCE DR Lolo, MT.</u>	<u>TANNING</u>
26. <u>John C. Tanning</u>	<u>1408 Lake Side Dr Lolo</u>	<u>TANNING</u>
27. <u>James Dixon</u>	<u>Box 237 Lolo, MONTANA</u>	<u>DIXON</u>
28. <u>Jim Dahlback</u>	<u>2400 old Ft Rd Lolo Missoula</u>	<u>DAHLBACK</u>
29. <u>George Thompson</u>	<u>10005 Oral Zimmet - Missoula</u>	<u>THOMPSON</u>
30. <u>Ed Vogel</u>	<u>5700 Jones St</u>	<u>VOGEL</u>
31. <u>Robert L. Lutz</u>	<u>Lolo, MT</u>	<u>LUTZ</u>

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>Charles Wilson</i>	<i>Jeffrey Ave - Lolo</i>	<i>Wilson</i>
2. <i>Donna K...</i>	<i>...</i>	<i>...</i>
3. <i>Wanda Mitchell</i>	<i>501 N. 11</i>	<i>Mitchell</i>
4. <i>David Briggs</i>	<i>12703 Tanager Ave. N. Topeka</i>	<i>Briggs</i>
5. <i>...</i>	<i>161 N. 11</i>	<i>...</i>
6. <i>Sheryl Vandegenachte</i>	<i>12400 Lewis & Clark</i>	<i>Vandegenachte</i>
7. <i>...</i>	<i>Box 231 Lolo, D. N. 11</i>	<i>...</i>
8. <i>Mary J. Bergieker</i>	<i>145 Ridgeway</i>	<i>Bergieker</i>
9. <i>...</i>	<i>1000 ...</i>	<i>Holmes</i>
10. <i>Mert L. Leese</i>	<i>14700 N. 11 DR Lolo</i>	<i>LEESE</i>
11. <i>Robert A. Stahlberg</i>	<i>2100 ...</i>	<i>Stahlberg</i>
12. <i>...</i>	<i>...</i>	<i>...</i>
13. <i>Clara Listerud</i>	<i>219 Red Fox</i>	<i>Listerud</i>
14. <i>...</i>	<i>...</i>	<i>...</i>
15. <i>Dick Koepplin</i>	<i>21225 ...</i>	<i>KOEPPLIN</i>
16. <i>...</i>	<i>104 ...</i>	<i>Higdon</i>
17. <i>Arven Gluckner</i>	<i>193 Ridgeway</i>	<i>Gluckner</i>
18. <i>Randy Cromwell</i>	<i>1455 ...</i>	<i>Cromwell</i>
19. <i>...</i>	<i>311 ...</i>	<i>...</i>
20. <i>G. B. ...</i>	<i>216 Cap de Villa</i>	<i>CHALGOWIE</i>
21. <i>...</i>	<i>Post Office 51801</i>	<i>CHARLOTTE</i>
22. <i>...</i>	<i>...</i>	<i>...</i>
23. <i>...</i>	<i>1304 ...</i>	<i>PETROFF</i>
24. <i>...</i>	<i>1207 ...</i>	<i>...</i>
25. <i>William ...</i>	<i>Bill Creek Rd</i>	<i>Lolo, MT</i>
26. <i>Thomas J. Wilhelm</i>	<i>231 Cumberland</i>	<i>Lolo, MT Wilhelm</i>
27. <i>Martha Hamilton</i>	<i>242 Cap de Villa</i>	<i>Lolo MT Hamilton</i>
28. <i>Ken ...</i>	<i>Lolo CR RD</i>	<i>Lolo MT Cael</i>
29. <i>Robert ...</i>	<i>1514 S. 6th</i>	<i>MSO mt. Navarez</i>
30. <i>Karen Bailey</i>	<i>Lolo Creek Rd</i>	<i>Lolo, MT. 59847</i>
31. <i>...</i>	<i>1408 ...</i>	<i>...</i>

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>Robert J. Veum</i>	<i>Lolo, MT</i>	<i>Veum</i>
2. <i>Wallace L. Veum</i>	<i>Lolo, MT</i>	<i>Veum</i>
3. <i>Marion Enes</i>	<i>Lolo, MT</i>	ENES
4. <i>Marion Nottingham</i>	<i>Lolo, MT</i>	Nottingham
5. <i>Gene Freitag</i>	<i>Lolo, MT</i>	Freitag
6. <i>Gene Hoff</i>	<i>Lolo, MT</i>	Hoff
7. <i>Roy Kettingling</i>	<i>Lolo, MT</i>	KETTINGLING
8. <i>Barbara Kettingling</i>	<i>Lolo, MT</i>	KETTINGLING
9. <i>Linda Hayden</i>	<i>Lolo, MT</i>	HAYDEN
10. <i>Paul Franzmann</i>	<i>Lolo, MT</i>	FRANZMANN
11. <i>Catherine Hilde</i>	<i>Lolo, MT</i>	Hilde
12. <i>Arthur Runkel</i>	<i>Lolo</i>	Runkel
13. <i>Orville Stevens</i>	<i>Lolo</i>	STEVENS
14. <i>Paul M. Ray</i>	<i>Lolo</i>	Ray
15. <i>John L. Langer</i>	<i>Lolo, MT</i>	Langer
16. <i>Patti Enockson</i>	<i>Lolo, MT</i>	Enockson
17. <i>Gayland Enockson</i>	<i>Lolo</i>	Enockson
18. <i>James Peterson</i>	<i>Lolo</i>	Peterson
19. <i>Walter Brainard</i>	<i>Lolo</i>	Brainard
20. <i>Robert Brainard</i>	<i>Lolo</i>	Brainard
21. <i>John A. Brainard</i>	<i>Lolo</i>	Brainard
22. <i>Mike Dungan</i>	<i>Lolo</i>	DUNGAN
23. <i>John Shea</i>	<i>Lolo</i>	Shea
24. <i>Clare C. Mann</i>	<i>Lolo</i>	MANN
25. <i>Paul McCrum</i>	<i>Lolo</i>	McCrumb
26. <i>Angela Davis</i>	<i>Lolo</i>	Davis
27. <i>Shirley Furrer</i>	<i>Lolo</i>	Furrer
28. <i>Charles E. Irick</i>	<i>Lolo</i>	Irick
29. <i>Charles G. Poe</i>	<i>Lolo</i>	POE
30. <i>Robert Griffin</i>	<i>Missoula</i>	GRIFFIN
31. <i>Robert Bidwell</i>	<i>Lolo</i>	Bidwell

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Thomas Woods	229 Glacier Dr.	WOODS
2. [Signature]	271 S. Johns.	WILKINSON
3. [Signature]	#1 - Leanne Park	CLACK
4. Margaret Knudson	316 - Blannet Dr.	Knudson
5. Amy Knudson	#90 - LESURE PARK	Knudson
6. [Signature]	3885 Lathrop Rd. - Fern	REYNOLDS
7. Betty Stenseth	"13 Blue Mtn. Trct	Stenseth
8. [Signature]	PO Box 447, Lolo	Buehler
9. Cheryl Bramsen	Box 74 Lolo	Bramsen
10. [Signature]	PO Box 727 Superior MT	Hutchins
11. Mike Allen	213 Park Dr	Lolo, MT Allen
12. [Signature]	PO Box 932	Mylle
13. Corne P. Kristy	Box 161	Lolo, MT
14. [Signature]	800 Laporte Dr.	Lolo, MT
15. Carlyne Wegan	Florence	WEGAN
16. [Signature]	317 Tyler	Lolo, MT Keenan
17. [Signature]	1155 Highway 100	Flournoy Park
18. [Signature]	202 Brighton	Lolo Hills
19. [Signature]	Lolo Creek Rd.	Lolo 2170 Zitto
20. [Signature]	Lolo	RISHEL
21. [Signature]	1365 Lathrop Dr.	Lolo, MT
22. [Signature]	1304 Lathrop Dr.	Lolo 2200 APPL
23. [Signature]	251 Capital Hill	Lolo, MT Heint
24. Elizabeth Stahl	309 Red Fox Rd	Lolo, MT Stahl
25. [Signature]	508 [Address]	Lolo, MT Homer
26. [Signature]	[Address]	Lolo, MT [Name]
27. Donald [Name]	Box 634	Lolo, MT
28. [Signature]	115 Redwood	Lolo, MT [Name]
29. [Signature]	1912 3rd St. Missoula, MT	55101
30. [Signature]	1405 Lake Side Dr	Lolo, MT 59847
31. [Signature]	5470 Fern Lane Lolo	MT 59847 PETERS

PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <i>[Signature]</i>	2808 Lakeside Dr.	PARSON
2. <i>[Signature]</i>	2808 Lakeside Dr.	PARSON
3. <i>[Signature]</i>	215 1/2 E. Main	GRIFFES
4. <i>[Signature]</i>	1408 9th St	FIMAN
5. <i>[Signature]</i>	1704 4th St	MORRISON
6. <i>[Signature]</i>	247 Broadway	MARRON
7. <i>[Signature]</i>	201 Ridgeway	LANGE
8. <i>[Signature]</i>	600 Broadway	FLINK
9. <i>[Signature]</i>	21552 11th St	M. KAY
10. <i>[Signature]</i>	208 Clarendon	FESS
11. <i>[Signature]</i>	6500 Long St. Rte	KAMELER
12. <i>[Signature]</i>	11245 Napton Way	Schwartz
13. <i>[Signature]</i>	110 Lakeside Dr. Lolo	RAPHAELS
14. <i>[Signature]</i>	Gen. Del. Lolo	Steele
15. <i>[Signature]</i>	11845 1st St	Ellis
16. <i>[Signature]</i>	278 Ridgeway, Lolo	DeBates
17. <i>[Signature]</i>	187 Broadway	Blytan
18. <i>[Signature]</i>	313 1st St	H. H. H.
19. <i>[Signature]</i>	215 1/2 E. Main	Brown
20. <i>[Signature]</i>	253 St. John's, Lolo	Fladager
21. <i>[Signature]</i>	431 Tyler Way, Lolo	Brownlee
22. <i>[Signature]</i>	7900 Merwin CK Rd	NAYLOR
23. <i>[Signature]</i>	1911 1st St	M. H. JACKSON
24. <i>[Signature]</i>	1141 3rd St	JONES
25. <i>[Signature]</i>	715 1st St	54033
26. <i>[Signature]</i>	1145 QUEEN ANNE'S LN	FEW
27. <i>[Signature]</i>	235 Barclay	Lolo WATSON
28. <i>[Signature]</i>	Rx 423	Fairfield
29. <i>[Signature]</i>	13018 Kimwood	Sherman
30. <i>[Signature]</i>	1157 Avenue	Johnson
31. <i>[Signature]</i>	Missile	Fives

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Peter O'Hare Shuler	2418 East 5th Hwy, Stevensville, MT 59701	SHULER
2. Frank E. West	P.O. Box 581 Lolo, MT	WEST
3. Gladys Curdson	#5 Lewis Park Lolo, Mont.	CURDSON
4. Dorothy Touchette	12255 Agate Dr Lolo	TOUCHETTE
5. Rabbit Council-White	P.O. Box 124 Lolo MT	COUNCIL-WHITE
6. Jean Shepherd	Lolo Creek Rd Lolo MT 59847	SHEPHERD
7. John M. Williams	107 W. Main Lolo, MT	WILLIAMS
8. Joseph D. Kraso	370 Cumberland Lolo	KRASO
9. J. H. Kraso	116 Sunset Clark Lolo	KRASO
10. John B. Shuler	RT# 2 Pioneer Lolo	SHULER
11. Eleanor Saderstrom	321 S. Congress Lolo	SADERSTROM
12. Lynda L. Charleston	Lolo Pl. Rd Lolo	CHARLSTON
13. Brenda H. Zeigler	315 Barclay Lolo	ZEIGLER
14. R. A. Zeigler		ZEIGLER
15. Marvin Gager	7335 Lolo Cr. Rd Lolo	GAGER
16. J. Jackson	Main St. Rd Lolo, MT	JACKSON
17. Joe Smith	805 Mitchell Lolo, MT	SMITH
18. Cynthia Harza	6885 Mainway Crk Lolo, MT	HARZA
19. John H. Harza	2004 Mainway Crk Lolo, MT	HARZA
20. L. H. Harza	7000 Mainway Crk Rd Lolo, MT	HARZA
21. Patricia J. Piper	Lolo Creek Store Lolo, MT	PIPER
22. Wayne W. McDonald	4359 Carlton Cr. Rd Lolo	MCDONALD
23. W. W. McDonald	29 Cascade Lolo 59843	MCDONALD
24. W. W. McDonald	29 Cascade Lolo, MT	MCDONALD
25. Dorothy Datta	Lolo, MT	DATTA
26. Marilyn Nagle	1041 Cr. Rd Lolo, MT	NGALE
27. Arnold Nagle	5 5 3 Nagle Lolo	NGALE
28. Shirley Paulson	205 Tyler Way Lolo, MT	PAULSON
29. Judy Carmichael	210 Barclay Lolo, MT 59847	CARMICHAEL
30. Betty Williams	431 Mainway Lolo, MT	WILLIAMS

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Stanley R Cook</u>	<u>10415 Bakerwood Pl, Lolo</u>	<u>Cook</u>
2. <u>Tom Cook</u>	<u>Box 286 Lolo</u>	<u>Cook</u>
3. <u>Sam Nichols</u>	<u>210 Ridgeway</u>	<u>Nichols</u>
4. <u>Alanna Dullester</u>	<u>21690 Dune Rd - Florence</u>	<u>Dullester</u>
5. <u>Robert L. JCH</u>	<u>777 Lolo, MT</u>	
6. <u>Sherry OKTIZ</u>	<u>20755 VINES RD, FLORENCE</u>	<u>OKTIZ</u>
7. <u>Julia R Klein</u>	<u>5433 Elmwood Ln Florence</u>	<u>Klein</u>
8. <u>Shirley Rapp</u>	<u>1614 Lakewood Dr. Lolo MT</u>	
9. <u>Della R Moore</u>	<u>Lolo Creek Rd Lolo, MT</u>	
10. <u>Tatiana R Moore</u>	<u>Lolo Creek Rd Lolo, MT</u>	
11. <u>Marion West</u>	<u>Box 445 Lolo MT</u>	
12. <u>Franklin H. Freeman</u>	<u>and Lewis Clark Dr. Lolo MT</u>	
13. <u>John E. West</u>	<u>10450 Lakewood Pl. Lolo, MT</u>	
14. <u>Arnold J. Wright</u>	<u>12978 Kinnwood Dr Lolo, MT</u>	
15. <u>Colleen L. Phipps</u>	<u>Box 721 Lolo, MT</u>	
16. <u>Charles Eugene</u>	<u>Box 538 Lolo, MT</u>	
17. <u>Brant Lake</u>	<u>722 CHK</u>	
18. <u>Linda McMillan</u>	<u>Box 501 Lolo, MT</u>	
19. <u>Cyber Hirsch</u>	<u>417 Tyler Lolo MT</u>	<u>Hirsch</u>
20. <u>Charles Gubay</u>	<u>20 Birch St Lolo MT</u>	
21. <u>John F. Williams</u>	<u>Florence, MT</u>	
22. <u>John A. Carlson</u>	<u>Lolo - Montana</u>	<u>Carlson</u>
23. <u>Douglas</u>	<u>STAR ROUTE LOLO MT</u>	<u>ROHN</u>
24. <u>John Carlson</u>		<u>Carlson</u>
25. <u>Wendy Larson</u>	<u>Lolo MT</u>	<u>Larson</u>
26. <u>Wendy A. Williams</u>	<u>Lot 4 174</u>	<u>Williams</u>
27. <u>Wendy A. Williams</u>	<u>Lolo, MT</u>	
28. <u>Della Davidson</u>	<u>1586 Lolo Creek Rd Lolo, MT</u>	<u>DAVIDSON</u>
29. <u>Barbara Williams</u>	<u>114 Danziger Lolo MT</u>	
30. <u>Edna Pomeroy</u>	<u>P.O. Box 283 Lolo MT</u>	
31. <u>Max Bierk</u>	<u>Lolo</u>	<u>Bierk</u>

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. <u>Edna B. Hermon</u>	<u>209 Parkside Ct</u>	<u>HERMON</u>
2. <u>James J. Sage</u>	<u>126 S. Lewis St. Lolo, Id.</u>	<u>Sage</u>
3. <u>Archie Lockwood</u>	<u>P.O. Box 248 Lolo</u>	<u>LOCKWOOD</u>
4. <u>P. J. Wilcox</u>	<u>Box 503 Lolo</u>	<u>WILCOX</u>
5. <u>Michael R. Hermon</u>	<u>209 Parkside Ct</u>	<u>HERMON</u>
6. <u>Janice M. Jarvie</u>	<u>#4 Blue Mesa Trl. Ct</u>	<u>Jarvie</u>
7. <u>Johnny D. Jarvie</u>	<u>#4 Blue Mesa Trl. Ct</u>	<u>Jarvie</u>
8. <u>Sam J. Johnson</u>	<u>314 Red Fox Rd.</u>	<u>JOHNSON</u>
9. <u>Ray E. Flink</u>	<u>600 Capra Way Lolo</u>	<u>Flink</u>
10. <u>Edwin Holmes</u>	<u>544 Venice</u>	<u>Holmes</u>
11. <u>Frank H. Kernreich</u>	<u>Bird Lane Lolo</u>	<u>KERNREICH</u>
12. <u>Frank H. Kernreich</u>	<u>Bird Lane Lolo</u>	<u>KERNREICH</u>
13. <u>Tommy Meier</u>	<u>P.O. Box 351 Florence</u>	<u>Meier</u>
14. <u>Wladyslaw Lubinski</u>	<u>P.O. Box 275 Florence</u>	<u>LUBINSKI</u>
15. <u>James Vann</u>	<u>P.O. Box 113 Lolo, Montana</u>	<u>VANN</u>
16. <u>Wm. T. Sheppard</u>	<u>P.O. Box 643</u>	<u>SHEPPARD</u>
17. <u>Phyllis M. Senechal</u>	<u>Lolo, Mt</u>	<u>Senechal</u>
18. <u>Donald Senechal</u>	<u>Lolo, Mt</u>	<u>Senechal</u>
19. <u>Julie Reinke</u>	<u>Lolo, Mt</u>	<u>Reinke</u>
20. <u>Sue Banis</u>	<u>309 Red Fox Rd. Lolo MT</u>	<u>BANIS</u>
21. <u>Leroy Banis</u>	<u>209 Red Fox Rd. Lolo, Mt.</u>	<u>Banis</u>
22. <u>Bill Lyshon</u>	<u>Lolo Box 8</u>	<u>Lyshon</u>
23. <u>Mark Boncz</u>	<u>P.O. Box 512 Lolo</u>	<u>BONCZ</u>
24. <u>Gayla Boncz</u>	<u>P.O. Box 512 Lolo</u>	
25. <u>Winnie & Joe Gardner</u>	<u>308 River Dr. Lolo</u>	
26. <u>Wayne Cramer</u>	<u>225 Parkside</u>	<u>Lolo CRAMER</u>
27. <u>Barth M. Wilcox</u>	<u>Box 503 Lolo</u>	<u>WILCOX</u>
28. <u>John W. Mason</u>	<u>264 Day Street Paul. Steer</u>	<u>MASON</u>
29. <u>Charlene Dunn</u>	<u>Wine & Cider Florence</u>	<u>Dunn</u>
30. <u>Dorothy S. Moore</u>	<u>P.O. Box 220 Florence</u>	<u>Moore</u>
31. <u>James E. Clark</u>	<u>Box 517 Lolo Mt</u>	<u>CLARK</u>

35. Gust Dager 1016 Oak Rd. Lolo, MT. DEXTER
33. Edna Dager 1016 Oak Rd. Lolo, MT. DEXTER

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SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Earl Lehen	138 Main	LEHEW
2. Bill Portner	1820 Thayer	Portner
3. Cliff Dishman	1820 1/2 Thayer	Dishman
4. Christina J Field	Box 211 Lolo	Field
5. South Schoening	Box 211 Lolo	Schoening
6. Ed Elol	P.O. Box 345	ELD
7. Duane Eggers	12605 OTTUMAR	EGGERS
8. Roger Bennett	Lolo	Bennett
9. Kelly Martin	Lolo	Martin
10. Darcy Brown	Box 488 Lolo	Brown
11. Donna Miller	Box 516 Lolo	MILLER
12. George J Kozich	5095 3rd E Mile	KOZICH
13. Jackie David	#11 Leisure Park	DAVID
14. Martha Rickman	6550 Mineral Rd	Lolo MT
15. Marlene May	122 Highway Lolo	May
16. Gary Menchel	177 Brighton	Menchel
17. Cindy Schmuller	206 Barclay Lolo	SCHMULLER
18. Paul Hofbauer	Box 327 Lolo	HOFBAUER
19. J. M. Wadsworth	120 Dallas	WADSWORTH
20. T. D. Day	P.O. Box 714 Lolo	DAY
21. John S. Ridgely	232 C. L. Lolo	Ridgely
22. Howard V. Ridgely	232 C. L. Lolo	Ridgely
23. Donald Ray Borge	5709 8th Ave Same	Borge
24. Tony S. Jones	11 11 11	JONES
25. Pam Erick	Box 616	ERICK
26. Michelle Fagg	Box 158	FAGG
27. Dan C. Cuyru	214 Wm	Cuyru
28. Jeff Weil	408 River	WEIL
29. John C. Weil	408 River	WEIL
30. Laurie Tinning	1000 3rd Ave Lolo	Tinning
31. Ed J. Humber	506 3rd Ave Lolo	HUMBER

*PETITION AGAINST CLOSURE OF THE LOLO AGENCY LIQUOR STORE, IN LOLO, MT.

WE, THE UNDERSIGNED, STRONGLY PROTEST THE CLOSURE OF THE ABOVE NAMED LIQUOR STORE, IN LOLO, MONTANA, BECAUSE IT IS AN ESTABLISHED BUSINESS IN THE COMMUNITY; IT WILL MEAN A LOSS OF JOBS IN THE COMMUNITY; IT WILL MEAN A LOSS OF SERVICES FOR THE COMMUNITY; IT WILL MEAN A LOSS OF BUSINESS TO THE OTHER BUSINESSES IN THE COMMUNITY; IT WILL FORCE LOCAL RETAIL BUYERS TO GO TO MISSOULA AGAINST THEIR WISHES; IT WILL CREATE AN UNDUE HARDSHIP FOR THE LOCAL BUSINESSES THAT BUY FROM THE LOLO LIQUOR STORE; IT IS CONTRARY TO GOOD BUSINESS PRACTICES BY THE STATE OF MONTANA; AND IT WILL ELIMINATE ONE OF THE "FRIENDLIEST" AND "MOST EFFICIENTLY OPERATED" LIQUOR STORES IN THE STATE OF MONTANA:

SIGNATURE	ADDRESS	PRINTED LAST NAME
1. Larry Huntson	7000 Commercial Lolo	LARRY Huntson
2. Andy Trump	Rockwell Lolo	Andy J. Trump
3. Andrew "Dutch" Trump	Rockwell Lolo	Andrew Trump
4. Karl K. Clinton	3138th Avenue	Karl Clinton
5. Marlene Huff	153 Cascade	Wulff
6. Doreen Sawchuk	6001 Cascade	Sawchuk
7. Glenda Metivier	Box 57 Lolo	Metivier
8. Carolyn Mulliger	5470 Farm Lane Hx	Mulliger
9. Gunda M. Dunne	161258th Hwy 93 So Flax	Dunne
10. Nadine M. Fuchs	153 Cascade	Fuchs
11. Doris M. Bennett	5380 Main Highway Florence	Bennett
12. Marion A. Duffin	P.O. Box 851 Florence	Duffin
13. James Scanlon	BR. Box 2 Florence	Scanlon
14. J.P. Duffin	Box 351 Lolo	59947 Duffin
15. T. McInerney	1270 Lewis & Clark Dr. Lolo	McInerney
16. John McInerney	1270 Lewis & Clark Dr. Lolo	"
17. F.O. Weaver	Box 484 Lolo, MT.	WEAVER
18. Robert H. Hensel	Box 767 Lolo, MT.	Hensel
19. James L. Hensel	Box 767 Lolo, MT.	Hensel
20. Duffin	Box 851 Florence	Metivier
21. John W. Ashcroft	51180 Clements Lane Florence, MT.	ASHCROFT
22. James A. Linn	1046 Quincey Columbia Springs Co.	LANN
23. Mary Richmond	1104 Lakeside Ave. Lolo, MT.	
24. James L. Hensel	Box 767 Lolo, MT.	Hensel
25. Charles Pillow	6360 Estrade Ave. Glenora, MT.	PILLOW
26. John M. Wright	P.O. Box 4033	WRIGHT
27. Charles Schuchman	Box 553	Schuchman
28. Ralph J. Severin	P.O. Box 341 Lolo, MT. 59847	SEVERIN
29. Lovella A. Severin	P.O. Box 341 Lolo, MT. 59847	Severin
30. Cade Brandoff	322 CUMBERLAND, LOLO	
31. Robert J. Brandoff	P.O. Box 74 - Lolo, MT. 59847	

Ex 110.18
March 26, 1986
HB 14
Rep. Driscoll

March 20, 1986

TO: Revenue Oversight Committee

FROM: Dan Faulkner, Agent, Walkerville Liquor Store

Reasoning behind a state store converting to an agency is, it's no longer profitable to be operated by the state. We were converted July 1, 1983, with a profit margin of negative 6.2%, and sales of \$168,000.

I took this store knowing it was not profitable, but had one thing in mind-to turn it around. Fiscal year 1984, adjusted gross sales were \$233,176 a profit of positive 8.8%, fiscal year 1985 adjusted gross sales were \$384,970, a profit of 9.1%, this fiscal to date sales are \$351,183 with projected sales of \$440,000, yet I have been "picked" for closure. I ask-why? What's the reasoning when sales and profits are increasing?

Walkerville is a small community, an incorporated city separate from Butte Silver Bow. The loss of revenue is crucial to our community.

The closure of my store means my livelihood. As a private contractor there are no unemployment benefits-my means of support will have ended.

Sincerely,

Daniel P. Faulkner

	<u>FY1985</u>	<u>FY1984</u>	<u>FY1983</u>	<u>FY1982</u>
Sales Units	50,584	31,483	24,368	30,297
Total Sales	392,477.60	236,435.80	168,402.50	213,615.25
Discount	7,507.75	3,259.11	1,790.00	3,038.29
Adj Gross Sales	384,969.85	233,176.69	166,612.50	210,576.96
Cost of Sales	219,826.72	132,220.10	155,724.10	119,726.36
Gross Profit	165,143.13	100,956.59	70,888.40	90,850.00
Operating Expenses				
Salaries		724.15	34,143.42	34,045.79
Cont Services	38,961.03	23,288.23	3,097.50	2,970.60
Supplies	211.62 - Store pay	174.12	296.42	762.67
Comm-Trans	3,071.47 - Division pay	2,216.20	1,907.68	2,108.97
Travel				158.00
Rent			1,200.00	1,200.00
Utilities			1,566.14	1,532.92
Repairs				98.25
Other Expense				487.05
Breakage-Shortage	129.90 - Store - Shortage	39.93		53.03
Adm Costs	9,449.07 - Division	6,926.26	5,360.96	3,847.87
TOTAL EXPENSE	51,823.09	33,368.89	47,572.28	47,265.15
TOTAL REVENUE	113,320.04	67,587.70	23,316.28	43,585.45
Less Transfers Out for Taxes	78,177.88	47,168.61	33,656.54	42,452.22
Net Profit after Taxes and Profit to General Fund	35,142.16	20,419.09	10,340.26-	1,133.23
PERCENT OF PROFIT	9.1	8.8	6.2-	.5

Agency Stores are charged 18.68¢ of unit sales. This is the same charge the Department assesses against state stores. Agency stores are less work for the Department, and should be charged less.

DEPARTMENT OF REVENUE

EX-1101
March 26, 1987
HB 14
Rep. Drisc



TED SCHWINDEN, GOVERNOR

MITCHELL BUILDING

STATE OF MONTANA

HELENA, MONTANA 59620

DEPARTMENT OF REVENUE

INFORMATION FOR LEGISLATORS

ON

Liquor Store Closures

The Department has taken action to close 7 liquor stores to help earn revenue planned last session.

The store closures are just one part of a five part plan to overcome what would be a \$2 million short fall if nothing is done. Store closures will contribute \$560,000 to this plan.

The Department is working within Legislative criteria enacted in HB500 last session.

The Liquor Division operates under an open ended appropriation. The only limits to what the Division can spend are performance criteria written in HB500. Authority to close stores is granted.

"During the 1987 biennium, the division shall attempt to return at least 13 percent of net sales. Net sales are gross sales less discounts and all taxes collected. The division shall limit operational expenses of the liquor merchandising system to not more than 15 percent of net sales. Operational expenses may not include product costs, freight charges, or expenses allocable to other divisions or licensing bureau expenses.

"The division retains full authority to determine store operating hours and the number and location of stores and employees. Nonprofitable or marginally profitable state stores shall be closed or converted to agency stores in an orderly manner. Agency stores shall be closed if the division considers them marginally profitable and other state stores or agencies are located within a reasonable distance."

The 1982 performance audit (Office of the Legislative Auditor) urged the legislature to clarify the mission of the Liquor Merchandising Program.

The audit report stated: "The Legislature has given the Division confusing signals as to whether it should operate as a service organization or a profit-making business. We believe the Legislature needs to statutorily define the Division's role."

The audit report listed 4 questions that the Legislature needed to answer:

- Should the Division try to maximize profits to the General Fund?
- Should the state operate its own or agency stores in each community regardless of profitability?
- Should the state advertise prices?
- Should the state stock a wide variety of products in each store regardless of profitability?

The Department has taken the position that its responsibility is to maximize profit to the General Fund consistent with adequate service. This means, among other actions, reducing overhead costs in multi-store market areas.

After carefully examining the major Liquor market areas, we have concluded General Fund revenues can be significantly enhanced by closing seven state liquor stores and agencies. Two basic factors underlay this action. First, dollars sales declined by 11.5% from Fiscal 1982 to 1985, representing a reduction of \$6,375,325. During the same period, unit sales (actual number of bottles) dropped 17.6%, from 8,071,108 in Fiscal 1982 to 6,651,387 in Fiscal 1985. Clearly the marketing structure appropriate for selling 8 million units does not work for selling only 6.6 million.

Second, in our larger market areas throughout the state there are several state retail liquor outlets. The distance between them generally ranges from several blocks to a few miles. By closing one store in each market area, local customers will not be inconvenienced by having to travel a short added distance to purchase spirits or wine at the state price. Total sales in these areas are expected to shift to the remaining outlets thus increasing the market area profitability and state revenues.

The following describes the basis for restructuring our retail outlets in seven primary market areas.

Butte Market Area

The Butte market area is served by three stores: Uptown Butte #2, Harrison Avenue #116, and Walkerville Agency Store #137. The three stores sold \$2 million of liquor in FY85 earning a profit of \$245,848 or 12.18 percent of sales.

We are closing the Walkerville Agency. If this action had been taken in FY85, profits would have increased to \$288,223 annually or 14.28 percent of sales. The Table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
BUTTE 2	101,599	\$586,956	\$53,304	9.08%	\$118,442	20.18%	
BUTTE 116	177,150	\$1,124,156	\$157,102	14.00%	\$164,531	14.64%	
WALKERVILLE 137	50,584	\$306,792	\$35,142	11.45%	\$51,823	16.89%	
	329,333	\$2,017,904	\$245,848	12.18%	\$334,796	16.59%	
AFTER:							
BUTTE 2	152,183	\$893,740	\$130,821	14.64%	\$127,891	14.31%	
BUTTE 116	177,150	\$1,124,156	\$157,102	14.00%	\$164,531	14.64%	
	329,333	\$2,017,904	\$288,223	14.28%	\$292,422	14.49%	\$42,375

Bozeman Market Area

The Bozeman market area is served by two stores: the downtown store #9 and the 7th Avenue store #193. The two stores sold \$1.7 million in FY85 and earned profits of \$205,633 or 12.41% of sales.

We are closing Store #193. If this action had been taken in FY85, profits would have increased to \$280,660 annually or 16.94 percent of sales.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
BOZEMAN 9	173,416	\$995,367	\$131,489	13.21%	\$153,743	15.45%	
BOZEMAN 195	111,977	\$661,570	\$74,144	11.21%	\$115,587	17.47%	
	285,393	\$1,656,937	\$205,633	12.41%	\$269,330	16.25%	
AFTER:							
BOZEMAN 9	285,393	\$1,656,937	\$280,660	16.94%	\$194,306	11.73%	\$75,027

Kalispell Market Area

The Kalispell market area is served by three stores: The Store #12, located in the shopping center, Store #195 located adjacent to the Outlaw Inn, and the Evergreen Agency located two miles from the number 12 store. The three stores sold \$1.7 million of liquor in FY85 earned and profits of \$206,728 or 12.1% of sales.

We are closing Store #195. If this action had been taken in FY85, profits would have increased to \$305,626 annually or 17.88 percent of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
KALISPELL 12	162,975	\$967,815	\$140,374	14.50%	\$138,846	14.35%	
KALISPELL 195	84,539	\$536,010	\$37,825	7.06%	\$111,686	21.40%	
EVERGREEN 67	34,896	\$205,288	\$28,529	13.90%	\$31,922	15.55%	
AFTER:							
KALISPELL 12	247,514	\$1,503,825	\$280,049	18.62%	\$151,685	10.09%	
EVERGREEN 67	34,896	\$205,288	\$25,577	12.46%	\$34,874	16.99%	
	282,410	\$1,709,113	\$305,626	17.88%	\$186,559	10.92%	\$98,898

Billings Market Area

The Billings area is served by four stores: two downtown and two in shopping centers in the western part of town. The area had liquor sales of \$5.1 million in FY85, earning profits of \$724,804 or 14.05 percent of sales.

We are closing Store #5 located in a parking facility in downtown Billings. If this action had been taken in FY85, profits would have increased to \$812,005 annually, or 15.74 percent of sales. The table below illustrates the effect of the closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
BILLINGS 3	264,318	\$1,648,198	\$254,298	15.43%	\$216,041	13.11%	
BILLINGS 4	325,959	\$1,691,781	\$233,547	13.80%	\$234,728	13.87%	
BILLINGS 5	126,696	\$748,875	\$80,277	10.72%	\$130,525	17.43%	
BILLINGS 196	179,959	\$1,071,553	\$156,682	14.62%	\$147,973	13.81%	
	896,932	\$5,160,407	\$724,804	14.05%	\$729,267	14.13%	
AFTER:							
BILLINGS 3	327,666	\$2,022,636	\$341,215	16.87%	\$234,525	11.60%	
BILLINGS 4	389,307	\$2,066,219	\$319,770	15.48%	\$253,927	12.29%	
BILLINGS 196	179,959	\$1,071,553	\$151,019	14.09%	\$153,636	14.34%	
	896,932	\$5,160,407	\$812,005	15.74%	\$612,088	12.44%	\$87,201

Helena Market Area

The Helena market area is served by three stores: downtown Store #1, Northgate shopping center Store #197, and East Helena Store #83. The area sold \$2.2 million of liquor in FY85 and earned profits of \$281,695 or 12.66 percent of sales.

We are closing the East Helena store. If this action had been taken in FY85, profits would have increased to \$327,851 annually, or 14.74 percent of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
HELENA 1	202,376	\$1,211,702	\$163,864	13.52%	\$181,640	14.99%	
HELENA 197	130,227	\$776,694	\$103,565	13.33%	\$119,084	15.44%	
EAST HELENA 83	39,762	\$236,378	\$14,266	6.04%	\$53,579	22.67%	
	372,365	\$2,224,774	\$281,695	12.66%	\$355,103	15.96%	
AFTER:							
HELENA 1	202,376	\$1,211,702	\$159,392	13.15%	\$186,114	15.36%	
HELENA 197	169,989	\$1,013,072	\$168,459	16.63%	\$122,837	12.13%	
	372,365	\$2,224,774	\$327,851	14.74%	\$308,951	13.89%	\$46,156

Great Falls Market Area

The Great Falls market area is served by three stores: #140 downtown, #141 on the west side, and #139 on Tenth Avenue South. The area sold \$3.5 million of liquor in FY85 and earned \$499,212 in profits, or 14.25% of sales.

We are closing Store #140 downtown. If this action had been taken in FY85, profits would have increased to \$593,884 or 16.95% of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
GREAT FALLS 139	199,167	\$1,192,575	\$159,481	13.37%	\$185,617	15.56%	
GREAT FALLS 140	186,361	\$1,086,606	\$161,060	14.82%	\$149,161	13.73%	
GREAT FALLS 141	210,429	\$1,225,440	\$170,671	14.58%	\$168,955	13.79%	
	595,957	\$3,504,621	\$499,212	14.21%	\$503,733	14.37%	
AFTER:							
GREAT FALLS 139	304,382	\$1,805,295	\$305,275	16.91%	\$213,538	11.83%	
GREAT FALLS 141	291,576	\$1,699,326	\$288,609	16.98%	\$195,426	11.50%	
	595,957	\$3,504,621	\$593,884	16.95%	\$409,064	11.67%	\$94,672

Missoula Market Area

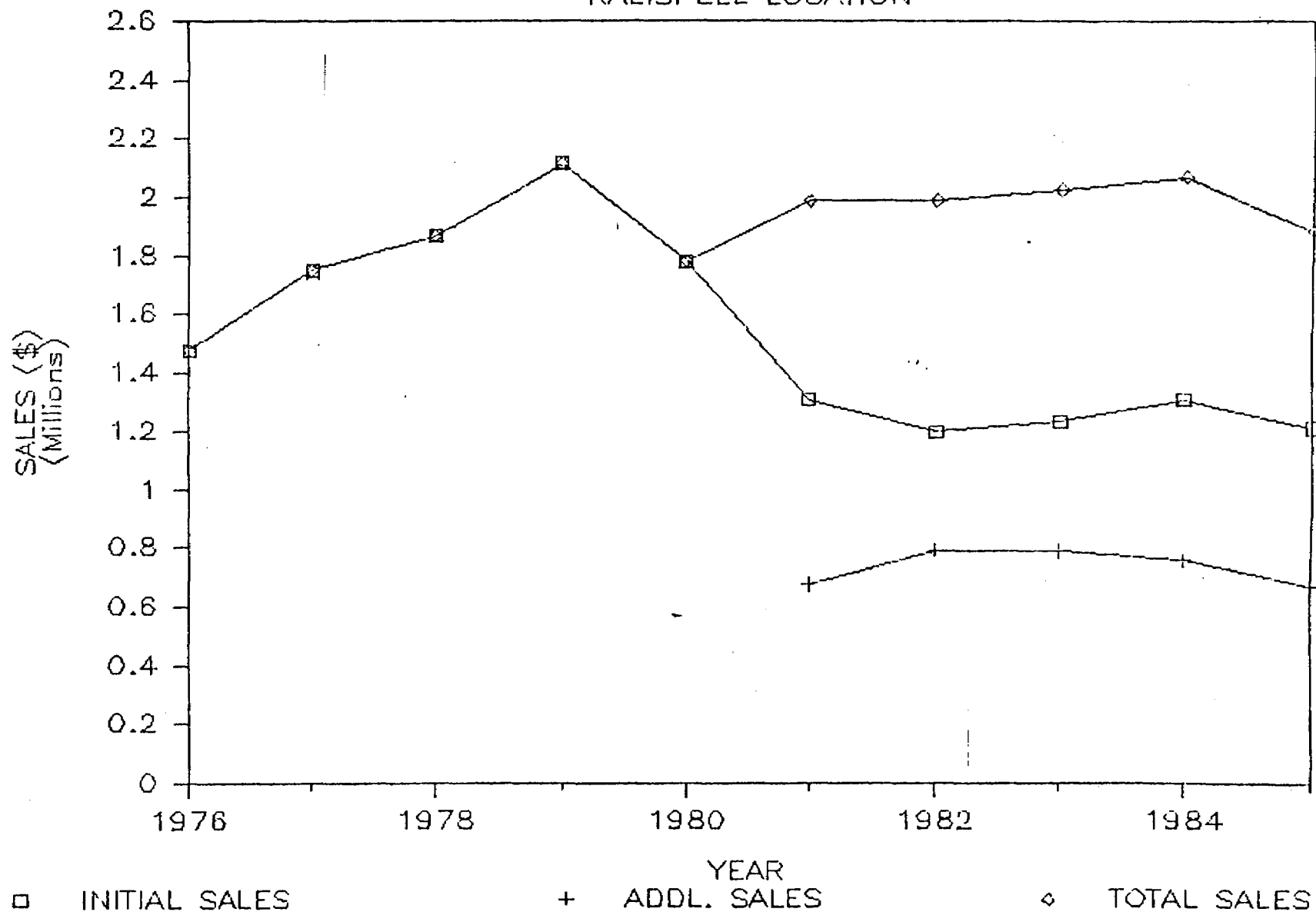
The Missoula market area is served by three stores: the downtown Store #170, the south side Store #171, and the Lolo agency Store #192. The area sold \$3.5 million of liquor in FY85 earning a profit of \$495,805, or 14.35 percent of sales.

We are closing the Lolo agency. If this action had been taken in FY85, profits would have increased to \$530,296, or 15.34 percent of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
MISSOULA 170	227,008	\$1,405,918	\$201,249	14.31%	\$201,917	14.36%	
MISSOULA 171	299,214	\$1,743,776	\$261,731	15.01%	\$239,896	13.76%	
LOLO 192	52,855	\$306,140	\$32,825	10.72%	\$54,184	17.70%	
	579,077	\$3,455,834	\$495,805	14.35%	\$495,997	14.35%	
AFTER:							
MISSOULA 170	279,863	\$1,712,058	\$278,826	16.29%	\$211,352	12.34%	
MISSOULA 171	299,214	\$1,743,776	\$251,470	14.12%	\$250,159	14.35%	
	579,077	\$3,455,834	\$530,296	15.34%	\$461,511	13.35%	\$34,491

TOTAL LIQUOR STORE SALES

KALISPELL LOCATION



WITNESS STATEMENT

NAME Tina Dora L' BILL NO. H1314

ADDRESS PO Box 1339 Blissfield Montana DATE _____

WHOM DO YOU REPRESENT? TAB LEASING

SUPPORT ✓ OPPOSE _____ AMEND _____

PLEASE LEAVE PREPARED STATEMENT WITH SECRETARY.

Comments:

~~R. M. Dora~~

VISITORS' REGISTER

BUSINESS AND LABOR

COMMITTEE

BILL NO. HB 14

DATE March 26, 1986

SPONSOR

NAME (please print)	RESIDENCE	SUPPORT	OPPOSE
Tim Burk	635 Helen Ave. Col. Falls	✓	
RAY TRUDEL	605-25 AVE NE.	✓	
Con Judge	Helena	✓	
LARRY McRAE	KALISPELL	✓	
Joanne Sautter	Tumacac	✓	
Debbie Richard	Senate Dist 18	✓	
Mary Burk	E. Helena	✓	
Ray Be Dullach	Basin	✓	
Chester Dullach	"	✓	
Bob Dierker	MTA	✓	
Dick Burk	hix Dix Korner Bar	✓	
R M Nelson	H, D #6		
Jim Beget	OFFICE BAR MOOBIZ		
Harold Ramon	Sundowning, Stanford		
Ken Burley	East Sub Bar Belt	✓	
Red. Billie M'Manus	Boulder Mex	✓	
Donald J. Weng	Helena	✓	
Paul D. Proctor	St. By. Rd 36 ptail	✓	
Martin Jorck	Great Falls	✓	

IF YOU CARE TO WRITE COMMENTS, ASK SECRETARY FOR WITNESS STATEMENT FORM.

PLEASE LEAVE PREPARED STATEMENT WITH SECRETARY.

BUSINESS AND LABOR

BILL NO. HB 14

DATE March 26, 1986

SPONSOR Rep. Driscoll

**Raymond
Rudel**
Business Representative



bor Temple
12 - 7th Street South
O. Box 2925
Great Falls, Montana 59403

(406) 452-4262
(406) 453-1781
(406) 453-1506

IF YOU CARE TO WRITE COMMENTS, ASK SECRETARY FOR WITNESS STATEMENT FORM.

PLEASE LEAVE PREPARED STATEMENT WITH SECRETARY.

49TH LEGISLATURE, SECOND SPECIAL SESSION
MINUTES OF THE MEETING
BUSINESS AND INDUSTRY COMMITTEE
MONTANA STATE SENATE

March 28, 1986

The Business and Industry Committee meeting was called to order on the above date, in Room 410 of the State Capitol Building, at 3:30 p.m. by Vice Chairman Christiaens.

ROLL CALL: All members present except Senator Halligan, Boylan and Neuman. They were at other meetings and came in later.

CONSIDERATION OF HOUSE BILL 14: Representative Jerry Driscoll, HD 92, Billings, explained the bill. The bill addresses the closure of the liquor stores that were voted on and announced by the Revenue Oversight Committee in February. This bill stops the closures until the next session the Legislature can meet to decide what to do with the liquor stores. It also requires the Department to reopen the closed stores. The people are still being paid and the lease is still being paid. The only cost would be freight to Helena, East Helena and across town in Great Falls. It returns the agency stores to 10% profit or 10% of gross sales.

PROPOSERS: Representative J. D. Lynch, District 34 and representing Butte and Anaconda thought this is the time for the Legislature to say, "Listen, Executive Branch of the government, we are an equal part, 1/3 of this team, and when we give you our direction, you should follow it." The Department asked the Revenue Oversight Committee their advice on the closure of these liquor stores. A unanimous, bi-partisan vote of 8-0 came across instructing Mr. LaFaver not to close them. They immediately closed the three they could close and gave advice to the other four as to when their lease would expire. Senator Lynch thought their haste was somewhat questionable in so far as the Legislature was going to be here this week. He said the State of Montana should be committed to being good business partners and, when it comes to the agency stores and the way they have mishandled these people, it is a shame.

He said he felt the State was probably in line for a big law suit because of the way they are treating these people. The fellow running the agency store in Walkerville has changed the 5% losers to a 9.2% winner; a 14% change of a private individual, not a State employee. He figured that added up to pretty good business.

Representative Bud Gould, HD 61 Missoula, told the Committee that his problem with the Liquor Department goes way back with Senator Lynch to 1975. He had been discussing this problem with Mr. LaFaver since yesterday and did not feel the Legislature would hear any objections from him if one amendment is adopted. He did not feel the Department had taken into consideration the fact that the agency liquor stores are under the same liability problems the tavern owners are in regarding liability. The Lolo store in his area is a convenience store as far as the public is concerned, a major factor, and it is a premier store in the State of Montana as far as being an agency store. He asked Mr. LaFaver to work with the Oversight Committee to come up with some guidelines and rules for what is equitable and fair for all. They do have to make a profit and, if the plan presented is acceptable, the amendment before the Committee will terminate this bill. Amendment attached as Exhibit #1. He said they had gotten 100 signatures in 2 hours to open a special session for this issue.

In 1981 he had gotten a bill passed which makes a 10% incentive bonus for any State employee who comes up with an idea or invention which will save the State money. He will be requesting Mr. LaFaver to send letters to every employee, not just talk to bureau chiefs and supervisors, but send out a letter explaining the 10% bonus plan. He felt that, if these people in the State of Montana are going to stay in the liquor business they should have some ideas and may very well put money in their pockets.

Senator Richard E. Manning, SD 18 Great Falls, representing the down town business area, senior citizens and lower part of Great Falls, which encompasses his entire district. In the hearing with the Revenue Oversight Committee he appeared on behalf of some of the employees in the possibility their jobs would be in jeopardy. Since that time his store has been closed. The important thing is they were open Tuesday, closed Wednesday, and he started getting phone calls from some of the aforementioned people. Operators feel they were dealt with unfairly, were not given a chance to speak for or against on an opportunity to appeal their case.

Representative Dan Harrington, SD 68 Butte. As a member of the Revenue Oversight Committee he had been connected with this situation for a number of weeks. He felt HB 14 is going in the right direction. The Department of Revenue has a number of problems. Most of these stores ran between 9 and 11% profit. As far as the closure was concerned, one of the things that was brought out in the testimony before the Revenue Oversight Committee was that they were going to try to cut into what we call the convenience factor as far as serving these stores. These stores were allowed to close and other agency stores were allowed to drop their percentage from 10 to 8%. It is going to hurt some of these people

drastically. We will lose up to 20% of their income in the agency stores. Many of these agency stores are not going to make it under this situation. They are going to be that close. It is wrong the way the Department went ahead with these closures. They announced 10 stores, came back in with a brand new 7 out of the clear sky and closed these 7 and announced the percentage cutback. He asked the Committee to look favorably upon this bill.

Patti Scott, East Helena, co-owner of the State liquor store in East Helena which was closed. On February 21, John LaFaver brought the plan to the Revenue Oversight Committee that included several proposals. In the testimony he presented at that time there was a document from the Department that showed the profits to be at 12.9%. The Legislative language for that division says "shall attempt to reach 13%", so the profit was at 12.9% half way through FY 86. She pointed out that, even though the profit had declined in the past few years, the \$4.3 million brought in last year is not to be sneezed at. The stores that brought in this profit are the very foundation of the whole program. She handed out Exhibit #2, attached.

The map also shows the valley. While Mr. LaFaver had assumed the East Helena trade would go to the Helena stores, in actuality they had a walk-in trade of 51%. They have 23% of the valley population and most of their sales are between 5 and 6 p.m. at night and on Saturdays.

The fourth page of her handout shows a breakdown of the tax revenues received from some of the major cities and counties off liquor sales. Refer to exhibit for figures. She said the walk-in traffic and increase in sales in the towns has something to do with what is returned back to the cities. The City of East Helena lost \$3,000 off the top when their doors were shut last week, based on the walk-in traffic. This money is earmarked to their law enforcement fund.

On the fifth page she itemized out in FY 85 what all the profits were from the stores going to closure. The total revenue all these stores brought in was \$1,410,786.88. If all those sales aren't recouped in the other stores, there is going to be an adverse effect not only to the money that comes back to cities and towns but to the general fund money as well. She questioned the month to month leases.

Her store entered into a 5 year lease with the State of Montana 2 1/2 years ago and went into a mortgage situation for a new building in East Helena. The Department exercised their option to pull out of the lease, sent her a notice Friday (2 weeks ago today), came in on Tuesday, closed the store to the public, it's all cleared out right now, and technically the lease isn't up until the 13th. She is being paid right now for an empty building and also a State employee (her manager) is being paid because her contract says she has to be paid for 15 days. She was upset because there

is no plan to take this to the private sector. The stores are just simply closed.

Dan Faulkner, Walkerville, agent for the Walkerville Liquor Store, said he is for closing none of the stores. His store is turning a profit, as shown in his handouts attached as Exhibit #3. He pointed out that the Butte store, by comparison, showed less profit than his. Their gross was larger than his, total expenses larger, expense per unit larger, expense of adjusted gross larger, average sales per unit lower than his store. The profit per unit is lower, yet his is targeted for closure. This issue has never been addressed and he has never been told why the Department is closing his store.

Mike Grynow, agent for the liquor store in Lolo, gave some handouts, Exhibit #4, attached. He has been slated for closure and previous to this was slated for reduction of commission from 10% to 8%. He has been in business in this State since 1973 and in the liquor business since 1979. He negotiated a 10 year agreement. To keep to the agreement with the State he had signed a long term lease, bought equipment, hired employees, was tested, investigated, scrutinized and approved as an agent for the State of Montana. With what has happened, he feels it is time to put some things into perspective in regard to his store and the other stores they are talking about today. He pointed out that even with an isolated spot, in the past 4 1/2 years, his store has done \$1,771,000 in sales and returned to the State in total cash revenues \$348,117 for a percentage return of 19.66%. These numbers come from the DOR. The bottom line net profit he returned \$157,000 to the State which represents almost a 9% net return after all expenses, including his commission. If you add those two figures together it amounts to \$505,000 or 1/2 million returned to the State -- 28 1/2%. He said he could not see how anyone on a committee or in the State should have the power to ruin the fruit of his efforts.

He was asked whether this is politics or business. He is raising a family in Lolo, paying taxes in Lolo and the State, supports the businesses in Lolo, serves the other businesses in Lolo, has the only liquor store in Missoula county that is open on holidays, Mondays, the day after Monday when it is a holiday, are open from 8 until 9 at night, they serve the customers when they need them. Now they face a problem that will force the customers out of their community into the community of Missoula. He proposed that the Legislature address the liquor business as a whole in the 86 or 87 Legislature, take time to study the details and issues at hand and don't allow a random closing of 7 or 8 stores based on some perfect assumption.

Don Judge, Montana AFL-CIO and associated local unions, encouraged the Committee to give HB 14 a do pass recommendation.

OPPONENTS: John LaFaver, DOR, handed out Exhibit #5, attached to the minutes. He said he opposed this bill formally in the House, and was really not here to oppose the bill as much as to express some frustrations of a beat up bureaucrat in the past few days. Senator Lynch layed out his concern that somehow the DOR had usurped the bonafide legislative responsibility. That was not his intention. He thought he was following legislative orders. It is a long history of the Legislature making more and more specific the operating requirements expected of the Liquor Division. In 1985 the Legislature required the Liquor Division to return 13% profit to the general fund and to control spending to 15% of total sales. He had taken that very seriously because the Appropriations Subcommittee had spent a lot of time in regard to what those numbers should be and how that language should be expressed.

As we got into the biennium it became obvious that unless some changes were made we were going to be \$2 million short in the profits that were anticipated in coming back to the general fund. The Legislature used that \$2 million dollars in their revenue estimate and essentially spent it in the appropriations you made in 1985. He said he had advised Governor Schwinden several months before the falloff in oil prices that something pretty substantial be done or we would be \$2 million short in the revenue estimate.

The bill you have before you removes all profit objectives and spending limits from the DOR. He would be willing to carry out what the Legislature wanted done, but felt they should take a hard look at the bill and see if that was really what they want. \$2 million in revenue in times when we had a lot of money and big surpluses isn't a lot of money. \$2 million in the situation we are in now translates itself into a hundred pretty good paying jobs whether that is in institutions, universities or all the areas in public schools, etc., that state government supports.

The handout, attached as Exhibit #5, is an attempt to summarize the rationale they used in choosing the 7 stores they did and how they came out with the fiscal estimates. On page 4 he would go through a few numbers. The Kalispell market area is the most important. At the bottom of the column in "profit margin" you can see if we operate 3 stores in the Kalispell area we earn a profit margin of 12.1%, or we would have in '85. Two columns over you see our expense ratio in Kalispell is 16.7% You can contrast that with the objective you've written into your Appropriation Act that we are attempting to follow. If we did nothing, Kalispell would not meet your objective. There must be higher profits and lower costs in the major market areas to meet the overall objective.

He said, should this bill pass, he suggested it be sunsetted as of June 30 of this year. That the profit mandate would be reinstated and there be a mandate between now and then in preparation for the fiscal special session for the DOR to work

with the Revenue Oversight Committee to present a plan that we could all support. If we don't do that we are, in a very short period of time, not going to have any profit at all from these liquor stores. The consequence will be that we will have to raise taxes 4 to 5 million dollars a year to make up for the revenue that the liquor enterprise is capable of contributing to the state general fund.

Senator Goodover rose to talk as an opponent to the bill itself. Having been a businessman all his life, when he hired a manager, that manager did what he wanted him to do or else. John LaFaver works for the Governor who was elected by the people. The Governor is in charge of all the agencies and the Legislature should not intervene or conflict with that responsibility. The bill has mischief in it on page 2, line 8. The political reality is that the liquor stores are a patronage operation. He said he hasn't found many Republicans working in liquor stores or managing them nor owning buildings that have those. He went into detail about a liquor store in Columbia Falls operated by a Mr. Elliott.

Senator Goodover liked Senator Lynch's presentation for the man from Walkerville. He said that is the best indication of private enterprise. He questioned why the other stores under government operation weren't doing the same thing. He said he has gone into liquor stores and people were sitting around doing nothing. He said these people can't afford to have that kind of help any more. If they are an agency store, they hire people who are going to work or they work it themselves, like the man from Lolo and his wife does. Rather than make an issue of closing these stores, why don't we try something different. Why doesn't this Legislature, either in June or January of next year, put these people on a private enterprise basis. They have the building, the people buying from them, let them have the liquor on these stores that are being closed by the State and let them run as free enterprise. Then two years down the line compare the results from these stores as to the liquor stores owned by the State. He said he thought you would find there would be an awful lot of difference and the profits to the State would be that much more. In regard to the gentlemen from Lolo, he is open when people want to buy. What other liquor stores are open when you want to buy. Walkerville said they were. Senator Goodover said they are open on holidays, sundays, that is private enterprise and he congratulated those people on doing that.

He referred to line 8, page 2 saying "Once established, a store may not be closed by the department", does that mean a hundred years from now all the stores are going to be run by Democrats? He didn't think that was the intent of this. He thinks a new governor will use that as patronage.

There were no further opponents.

COMMITTEE QUESTIONS: Senator Fuller asked John LaFaver if he had looked at the new performance audits and how many had been implemented. Mr. LaFaver answered he felt all of them had been implemented to some extent. One of the primary things he read in the audit was it said the Legislature should make up its mind as to what the Division should do.

Senator Fuller said that was the point. He asked Mr. LaFaver his rationale in closing these stores in light of what he just said. He could not understand the logic in not waiting for the audit, or the Legislature which was meeting in a short time, to get some direction. Mr. LaFaver said 3 stores were closed before the audit recommendation was even made. He had no objection with the audit committee working with them and bringing recommendations to the June session.

At this point, Senator Halligan resumed the chair.

Senator Fuller said Mr. LaFaver had not answered his question. If you believe your statement that the Legislature should give you direction, then Senator Fuller was astounded that he moved so quickly and didn't let that opportunity come up right now or in June. Mr. LaFaver answered that the law that existed was explicit and he still thinks it is "shall attempt to make 13%, shall limit spending to 15%". He assumed that meant to meet the revenue estimate and not come in \$2 million short.

Senator Fuller asked if any of the stores were offered the opportunity to move to agency stores? Mr. LaFavor said no. There is no rationale he knew of to operate an agency store in the market area of a State store. If you did, you would be paying the agent 10% off the top of sales you could make out of the State store and not pay the 10%.

Representative Gould commented on what Senator Goodover had to say. His intention with this is only for a period of approximately 90 days. It is not a period of 100 years or anything like that. He said they are trying to bring fairness and equitability. If this can be done, and they come up with a good solution, they hope to have the problem over by July 1 of this year.

Senator Goodover had no problem with that. He was asking that we try a new direction. He said the Governor's Advisory Committee advised them years ago to get out of the liquor business. This could be a beginning. Here are 3 areas, Lolo, Walkerville and East Helena that could show what private enterprise could do.

Senator Thayer asked if the 10% commission the agency people get was a statute. Mr. LaFaver said no, but has been in place for some time. Contracts that have expired in the past several months have been negotiated down to 8%. As part of their recovery plan they have proposed moving them all to 8 percent.

Senator Thayer liked Senator Goodover's idea and wondered what would be wrong with this going out on a bid basis. Mr. LaFaver said there is only one state that operates on a total agency basis. To a large extent over half the liquor sold in the state is sold through the bars. They buy from the store, and to that extent we already have a lot of agents. To convert to all agency stores would essentially be the Oregon system. They had researched the option pretty hard last fall. The Oregon staff seemed to be warning them that they weren't happy with it as the agency owners seemed to have enough political power with the legislature that they could get their percentage up higher and higher to where the system couldn't make money. That is why the department didn't recommend to the Revenue Oversight Committee a movement to an all agency system.

Senator Kolstad asked Mr. LaFaver about the Kalispell area where they had 3 stores and with some closed they would jump the profit margin to 17%. Was that actuarial or a factual thing he had proven, or an assumption on his part that the other two stores will absorb all of that, or what? Mr. LaFaver answered it was maybe a little of both. It is based on what happened to sales when we opened that store. That store is only 4 or 5 years old. The liquor sales in the Kalispell area continued to follow about the same pattern that they saw state-wide whether they opened a new store or not. Sales in the old stores fell and sales in the new store came up. As the sales in the new store came up they clearly came at the expense of the old store.

Senator Kolstad said he guessed he was not used to dealing in profits of 12%. In agriculture, if we had to close every farm in Montana that was not making 12%, we would have zero farms.

Senator Williams asked how many leases were changed from yearly to monthly. Was this all of them in the state or just the targeted stores. Mr. LaFaver said he could not say how many stores were in the major market areas that expired within the past several months. They had simply gone monthly realizing this was going to be an issue.

Senator Williams said if the Lolo store has a 17.7% expense rate and shows a 19.66% net profit he didn't quite understand this. It looked to him as if the Lolo store is turning a good profit, regardless of the expense ratio. Were the other two stores returning the same profit? Mr. LaFaver said maybe they are not looking at the same numbers. The Lolo store is turning a 10.7% profit. Our profit mandate is 13. Their expense ratio is 17.7%, the department's mandate is 15.

Senator Williams wondered if he is misinterpreting the figures. Mr. LaFaver said he's looking at the profit he makes. The department is looking at the profit the state earns off his

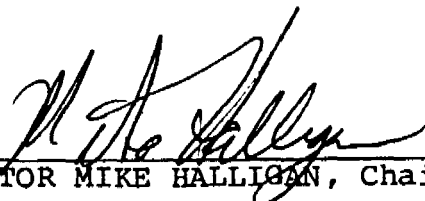
store.

Senator Williams asked how he defined negotiate. Did the Department negotiate with each individual operator or was it a blanket mandate - this is in regard to the 10% to 8%. Mr. LaFaver said it is a blanket policy for contracts that have turned over. He suggested a more comprehensive amendment regarding this. He said if the Legislature is talking about looking at this again in June of this year, he has given a proposed amendment to Senator Halligan that would line out the process the Department would use in dealing with the Revenue Oversight Committee. It would leave the profit objectives in place but would not allow them to go any further in terms of reducing agency commissions or closing any further outlets. The plan would be on hold and they would work with the Revenue Oversight Committee to present a plan to the June session.

Representative Driscoll closed by saying that he knew the Senate had not dealt with this matter in the last session but the House did and there was a bill in the House to close the State liquor stores which was defeated 73 to 27. The policy decision as to whether we have liquor stores State run or free enterprise is the Legislature's and not the Governor's. We made that decision in 1985. The decision here is whether we are going to have good faith and fair dealing with the people who signed contracts with the State of Montana. People who signed 10 year contracts and, at the end of 5 years are closed in 60 days. There is a little bookkeeping trick in the appropriations bill, you take salaries that they paid to liquor inspectors who inspect bars, not liquor stores, and charge that against the liquor stores. He said they tried to remove that last time, but it was lost in the shuffle. (that was in regard to the part of making 13% or not).

Now, if you took the \$500,000 and put it in and made a realistic assumption of what the State is making off the liquor stores, you would have a true picture and they would be making more than 13%. Prior to '85 the law said they shall return 13%. Recognizing the fact we passed a lot of laws about drinking and due to economic conditions, that was changed to shall attempt to. The Committee was very adamant that they would attempt to do their best, but there was no mandate in HB 500.

The hearing was closed on HB 14. The Committee will not act on the bill now since the amendments are quite extensive. The meeting was adjourned until 7:00 p.m.



SENATOR MIKE HALLIGAN, Chairman

ROLL CALL

BUSINESS & INDUSTRY

COMMITTEE

49th LEGISLATIVE SESSION -- 1986

Date 3/28/86

SENATE
AT

	NAME	PRESENT	ABSENT	EXCUSED
#40	SENATOR HALLIGAN, Chairman	✓		
#16	SENATOR CHRISTIAENS, V.Chrmn.	✓		
#50	SENATOR BOYLAN			
#43	SENATOR FULLER	✓		
#12	SENATOR GAGE	✓		
#24	SENATOR GOODOVER	✓		
#10	SENATOR KOLSTAD	✓		
#17	SENATOR NEUMAN			
#33	SENATOR THAYER	✓		
#39	SENATOR WILLIAMS	✓		
	SENATOR WEEDING	✓		

Each day attach to minutes.

DATE March 28, 1976

COMMITTEE ON

Business and Industry

VISITORS' REGISTER

HB 14

NAME	REPRESENTING	BILL #	Check One	
			Support	Oppose
MIKE GRUNOW	LoLo Liquor STORE	14	✓	
R. Madras Jensen	AFSCME	14	✓	
R. Buddi Gould	Dist. 61	14	✓	
Sandra Haffelburg	Self	14	✓	
Bob Durkee	MTA	14	✓	
Don Judge	MT STATE AFH-CIO	14	✓	
Patti Scott	E.H. Legion Store			
Nancy Peterson	" " "			
Harold Williams	Self	14	✓	
Maurice Durkee	Mrs. Helena	14	✓	
Laura Rogers	LIQUOR STORE	14	✓	
Sandra Keall	Command Sign Store	14	✓	
Ron Hays	State Ry. Dist 68	14	✓	
Dud Campbell	# 41			
Gary Blewett	Regt. Revenue	14		
JACK ELLERY	" "	14		
Jim Eppesahl	CBP	14		
El Brans	WALKERVILLE	✓	✓	
JOHN LAFAYETTE	PORT			
Don Faulkner	Walkerville	14	✓	
TOM Burton	Helena	14	✓	
J.D. Lynch	SO 34	14	✓	
Senator Richard Manning	Senate District #18	14	✓	
Rep. Bob Lamberty	H.D. # 70	14	✓	
Alm Nelson	H.D. 6	14	✓	

(Please leave prepared statement with Secretary)

Amendments to HB 14

1. Title, line 14
Strike: "1987"
Insert: "1986"
2. Page 3, line 24
Strike: "1987"
Insert: "1986"
3. Page 4, line 12
Strike: "1987"
Insert: "1986"

March 21, 1986

Dear Members of the Legislature:

The Director of Revenue, John LaFaver, is claiming the Liquor Operation is on the verge of collapse. He would have you believe the profits are falling far short of the "required 13%." Mr. LaFaver presented this claim to the Revenue Oversight Committee last February 21, 1986 in Helena. He presented several proposals to "save" the system which included closing 10 stores: East Helena #83, Helena #197, Butte #2, Kalispell #195, Billings #5, Bozeman #9, Great Falls #141, Missoula #171, Evergreen Agency and Walkerville Agency. Other stores on the "hit list" are Hungry Horse, Lolo, Belgrade, Ronan, and Victor.

As it turns out, LaFaver decided to close 7 stores: East Helena #83, Kalispell #195, Great Falls #140, Bozeman #193, ~~Missoula #170~~, Walkerville and Lolo Agencies. *Billings #5*

At the February 21st meeting, the Revenue Oversight Committee UNANIMOUSLY rejected the proposal and moved that no stores be closed until the 1987 Session had a chance to review the matter. Members of the Committee are: Rep. Mel Williams, Chairman, Rep. Gerry Devlin, Rep. John Harp, Rep. Dan Harrington, Sen. Tom Hager, Sen. Joe Mazurek, Sen. Bill Norman, Sen. Bruce Crippen, and Sen. Bob Brown. Absent from this meeting were Rep. Jack Ramirez and Sen. Tom Towe.

Reasons for rejection of LaFaver's proposal were varied, but the following facts played an important part:

1. A Revenue Department document verified the net profit as of December 31, 1985 (half-way through FY86) was 12.92%. The legislative language states the Division "shall attempt" to return a 13% profit. It was obvious profits were at the required level.
2. LaFaver claimed 100% (all) of the sales in the stores proposed for closure would immediately go to the remaining stores. The Committee questioned this "assumption." At a time when revenue is sorely needed by the State General Fund, now is not the time to test LaFaver's theory.
3. Declining sales are a problem, but the State is still making a profit. It is not the same profit it made 10 years ago, nor will it ever be again. But there is clearly no emergency that merits closing profitable stores. Closing stores and making the product less available will not help declining sales.

LaFaver has not done any kind of "economic impact" study regarding all these closures. There is no plan for private industry to take over. Loss of sales will mean less tax revenues for cities and counties. East Helena lost approx. \$3000 per year when they shut the doors to the public. This is based on our walk-in traffic. Normally, East Helena would receive \$10,000 per year from tax revenues off the liquor, beer and wine sales. If sales go down state-wide, East Helena will lose more, as will every city and county in Montana.

And sales will go down, because store closures will not stop with these seven stores. We believe Helena #197 will close in November, when its' lease expires. Why should Helena have two stores, when there will only be one store left in Missoula, Bozeman, and Great Falls. We believe LaFaver has a minimum of 20 more stores targeted for closure between now and the end of FY87. Just ask him and see what he says.

East Helena's official closure date is April 13, 1986. And yet, the store was closed to the public on March 18, and COMPLETELY CLEARED OUT BY MARCH 20. So the State is paying for a vacant building for the next three weeks and the manager's wages for another 10 days. We assume she'll sit in the empty building. We believe LaFaver wanted us closed before we could get help from the Special Session. East Helena gave LaFaver aggressive oposition before the Revenue Oversight Committee, so he is getting us out of the way now.

How is it a salaried employee can have so much power to affect so many people? Why is he allowed to defy the Legislature? LaFaver obviously has nothing to lose - the Legislature can't fire him. We don't know John LaFaver personally, or his background. We have always believed a person is only as good as his word. The State made a committment to us for five years in a lease agreement. In return, we built the State a new building in East Helena from which the State could operate the East Helena Liquor Store. We still have 2½ years left on the lease. We feel the State has an obligation in this matter. LaFaver has chosen to ignore this obligation. To some it might be "good" business that LaFaver did not pay off these leases. To us, we feel we were "shafted."

Finally, every store proposed for closure, including East Helena, is making a profit. Rep. Joe Quilici, Chairman of the Appropriations Sub-Committee on Revenue issued a statement to the Revenue Oversight Committee reitterating it is NOT LEGISLATIVE INTENT TO CLOSE PROFITABLE STORES, especially since no emergency exists.

At some point, declining sales may not return enough of a profit to make it feasible for the State to stay in the business. BUT THIS IS A DECISION OF THE LEGISLATURE, NOT A SALARIED EMPLOYEE.

PLEASE SUPPORT LEGISLATION TO STOP LAFAYER AND STORE CLOSURES!

Sincerely,

Patti Scott / Esther C. Schneider

Patti Casey Scott and
Esther Casey Schneider
Building Owners
East Helena Liquor Store
P.O. Box 777
East Helena, MT 59635
227-5740

Most Sales: Between 5-6pm
and Saturdays, when the
population is at home.

098

16-1-101 "for the protection
of the welfare, health, peace,
morals, and safety of the people
of the state..."

36

Helena and Helena Valley
Population as of
1980 Census

39,938 Population
3 Stores

Valley - 13,000 (30% of
total County population.
Increased 12% since 1970.)

1 Store / 12,312.66 people

Helena - 23,938 (55% of
total County population.
Decreased 13% since 1970)

13,000 Helena Valley
23,938 Helena
36,938

6,115 Rest of County

43,053 County Pop.
Lewis & Clark

ED 0993

ED 0992

ED 0994 A

26%

ED 0991

WALK-IN 56%

HELENA

WALK-IN 48%

City Limits Boundary

City Limits Boundary

ED 0999 A

EAST HELENA

23% of
Valley Population

WALK-IN 51%

CENSUS ENUMERATION DISTRICTS

Helena Valley

Scale



Figure 7

Census Enumeration District
Boundaries (1980)

ED0999A- 2,677
City of East Helena- 1,647
4,324

Revenues received to Counties and Cities from Liquor Sales

	<u>FY84</u>	<u>FY85</u>
Missoula County		
Wine	\$ 7,297	\$ 7,303
Liquor	17,376	16,458
Missoula (City)		
Wine	5,766	5,771
Beer	91,939	88,271
Liquor	115,844	109,720
Yellowstone County		
Wine	10,371	10,380
Liquor	26,331	24,415
Billings		
Wine	11,536	11,546
Beer	183,940	176,601
Liquor	164,145	152,292
Cascade County		
Wine	7,747	7,753
Liquor	18,977	17,204
Great Falls		
Wine	9,796	9,804
Beer	156,201	149,969
Liquor	122,460	110,861
Silver Bow County		
Wine	3,656	3,659
Liquor	9,618	8,916
Butte		
Wine	6,425	6,430
Beer	102,450	98,362
Liquor	59,359	53,084
Lewis & Clark County		
Wine	4,131	4,135
Liquor	10,899	10,340
Helena		
Wine	4,134	4,137
Beer	65,916	63,286
Liquor	67,536	63,544
<u>East Helena</u>		
Beer-Wine	4,820	4,639
Liquor	5,123	5,387*

Walkerville

FY83 -6.2% prof.

Liq-\$4,281

Wine- \$2,658

FY84 +8.8 prof.

Liq \$4,764

Wine \$2,595

FY85 +9.1 prof.

Liq \$6,357

Wine \$2,498

East Helena would only receive approximately half or less of the Liquor Tax if we had no store in East Helena. This is because 51% of the profit is walk-in. Without a store, we would have no walk-in sales, only tax money received from our three bar purchases and a portion of county-wide sales, which is based on population for the city. If stores are closed, and the sales are not picked up 100% in the other stores, cities and counties as well as the General Fund will lose, because these figures are based on sales.

Exhibit #2
3-28-86
H.B. 14
Page 4

Store Proposed for Closure - Revenue Profit							
Name	Total Sales	Tax \$	+	Net Profit to State =	Total Revenue	Expenses (Savings)	Net Profit FY85 / Closure.
140 Gr.Falls	\$1,359,696.75	\$273,090.63		\$161,060.58	\$434,151.21	\$149,161.27	11.8% / 12.9%
193 Bozeman	\$ 825,159.75	\$163,589.44		\$ 74,144.50	\$237,733.94	\$115,587.97	9.0% / 10.2%
195 Kalispell	\$ 671,995.26	\$135,985.52		\$ 37,825.89	\$173,811.41	\$114,686.38	5.6% / 7.3%
15 Billings	\$ 936,399.67	\$187,524.75		\$ 80,277.33	\$267,802.08	\$130,525.58	8.6% / 10.3%
Walkerville Agency	\$ 384,969.85	\$ 78,177.88		\$ 35,142.16	\$113,320.04	\$ 51,823.09	9.1% / 10.2%
Lolo Agency	\$ 382,925.75	\$ 76,785.78		\$ 32,824.76	\$109,610.54	\$ 54,184.17	8.6% / 9.6%
183 East Helena	\$ 296,469.09	\$ 60,091.25		\$ 14,266.41	\$ 74,357.66	\$ 53,579.60	4.8% / 7.7%
	<u>\$4,857,616.12</u>	<u>\$975,245.25</u>		<u>\$435,541.63</u>	<u>\$1,410,786.88</u>	<u>\$669,548.06</u>	

Month to Month Leases as of 1-2-86

- | | |
|--------------------|------------------------|
| 1. Deer Lodge #11 | Since Dec 1985 |
| 2. Malta #22 | Since Jan 1985 |
| 3. Forsyth #23 | " Dec 1985 |
| 4. Fort Benton #31 | " Aug 1985 |
| 5. Conrad #33 | " Sept 1985 |
| 6. Troy #70 | " July 1985 |
| 7. Ronan #101 | " Nov 1985 |
| 8. Victor #172 | " Sept 1985 |
| 9. Butte #2 | " Nov 1985 |
| 10. Libby #6 | " Nov 1985 |
| 11. Kalispell #195 | " June 1985 (earliest) |

Why are all these leases month to month?

Every store proposed for closure is making a profit. Rep. Joe Quilici, Chairman of the Appropriations Sub-Committee on Revenue issued a statement to the Revenue Oversight Committee and John LaFaver reiterating it is NOT LEGISLATIVE INTENT TO CLOSE PROFITABLE STORES, ESPECIALLY SINCE NO EMERGENCY EXISTS. He asked that closures be delayed until the 1987 Session has a chance to review.

Sen. Dave Fuller - asked for follow-up audit to review all options before closures.

Efficient #2
3-28-86
11 12 13
Page 5

All Information on This Sheet has been Verified By
Centralized Services:

Store	Adjusted Gross	Total Expense	Expenses per Unit	Expense of Adj Gross	Average Sales/unit	Profit per Unit
Butte #2	\$735,428	\$118,442	\$1.17	16.10%	\$7.24	\$0.52
Walkerville #137	\$384,969	\$51,823	\$1.02	13.46%	\$7.61	\$0.69

Every Sale generated from Butte #2 Store to
Walkerville, The State recognizes \$0.17 more profit

Average Unit Sells more at Walkerville

Expenses of Adjusted Gross are lower at Walkerville

PERCENT OF PROFIT

	<u>FY85</u>	<u>FY84</u>	<u>FY83</u>	<u>FY82</u>
East Helena #83	4.8	1.4	4.7	5.6
Helena #197	10.6	10.5	8.1	4.6
Helena #1	10.8	9.8	10.8	13.9
Butte #2	7.2	8.1	7.1	9.2
Butte #116	11.2	12.1	12.4	14.7
Walkerville #137	9.1	8.8	(6.2-)	.5
Bozeman #9	10.6	10.4	10.0	12.0
Bozeman #193	9.0	9.3	10.1	9.6
Kalispell #12	11.6	11.7	9.7	11.0
Kalispell #195	5.6	6.8	5.7	6.8
Evergreen #67	11.1	10.8	8.5	10.4
Missoula #170	11.4	12.1	12.1	12.6
Missoula #171	12.0	11.6	10.9	12.3
Great Falls #141	11.6	11.2	10.9	14.1
Great Falls #140	11.8	12.0	11.9	12.7
Great Falls #139	10.7	10.3	10.6	12.9
Billings #3	12.4	12.4	12.4	14.5
Billings #4	11.0	11.7	11.4	13.3
Billings #196	11.7	10.4	9.3	8.2
Billings #5	8.6	8.0	7.8	10.9
All Stores Average	9.4	9.4	8.8	10.6

East Helena had the LARGEST INCREASE in Percent of Profit of all the stores listed here - a 3.4% increase. As of December 31, 1985, half-way into FY86, the Percent of Profit is 7.02%.

The following stores are all questionable as to their profitability and should be considered FIRST for closure, before a PROFITABLE STORE IS:

	<u>FY85</u>	<u>FY84</u>
Browning 189	.8	1.9
Colstrip	(1.9-)	6.3
Gardiner	(.3-)	4.9
St. Ignatius	(5.5-)	(2.7-)
Jackson	(9.4-)	9.0
Victor	.2	.6
Westby	2.5	6.1

"Nonprofitable or marginally profitable state stores are to be closed or converted to agency stores in an orderly manner. Agency stores are to be closed if the division considers them marginally profitable and other state stores or agencies are located within a reasonable distance."

When a store pays all its expenses, makes a profit, has increased its profits from prior years, keeps people working, contributes to the business climate of a community, WHY SHOULD IT BE CLOSED?

Is this Governor Schwinden's idea of helping the small business people, and the people of Montana? What ever happened to "Build Montana?"

WALKERVILLE STORE #137

	<u>FY1985</u>	<u>FY1984</u>	<u>FY1983</u>	<u>FY1982</u>
Sales Units	50,584	31,483	24,368	30,297
Total Sales	392,477.60	236,435.80	168,402.50	213,615.25
Discount	7,507.75	3,259.11	1,790.00	3,038.29
Adj Gross Sales	384,969.85	233,176.69	166,612.50	210,576.96
Cost of Sales	219,826.72	132,228.10	95,724.10	119,726.36
Gross Profit	165,143.13	100,956.59	70,888.40	90,850.00
Operating Expenses				
Salaries		724.15	34,143.42	34,045.79
Cont Services	38,961.03	23,288.23	3,097.50	2,970.60
Supplies	211.62 - Store pay	174.12	296.42	762.67
Comm-Trans	3,071.47 - Division pay	2,216.20	1,907.68	2,108.97
Travel				158.00
Rent			1,200.00	1,200.00
Utilities			1,566.14	1,532.92
Repairs				98.25
Other Expense				487.05
Breakage-Shortage	129.90 - Store - shortage	39.93		53.03
Adm Costs	9,449.07 - Division	6,926.26	5,360.96	3,847.87
TOTAL EXPENSE	51,823.09	33,368.89	47,572.28	47,265.15
TOTAL REVENUE	113,320.04	67,587.70	23,316.28	43,585.45
Less Transfers Out for Taxes	78,177.88	47,168.61	33,656.54	42,452.22
Net Profit after Taxes and Profit to General Fund	35,142.16	20,419.09	10,340.26-	1,133.23
PERCENT OF PROFIT	9.1	8.8	6.2-	.5

Agency Stores are charged 18.68¢ of unit sales. This is the same charge the Department assesses against state stores. Agency stores are less work for the Department, and should be charged less.

(2)
CONTINUED

AL

TAXES PROVIDED
LIQUOR SALES : (SAME PERIODS)

F/Y YEAR END 6/30/82 = 78,234⁰⁰
6/30/83 = 65,988⁰⁰
6/30/84 = 76,403⁰⁰
6/30/85 = 76,785⁰⁰
7/1/85 - 12/31/85 = 50,706⁰⁰

TOTAL TAXES TO STATE FROM
ABOVE LIQUOR SALES : \$348,117⁰⁰

NET PROFIT TO STATE AFTER ALL OPERATING
EXPENSES AND BEFORE TAXES ARE DEDUCTED
FROM THE ABOVE SALES = 19.66%

STATE OF MONTANA
DEPARTMENT OF REVENUE

LIGOR DIVISION

STORES QUARTERLY OPERATING STATEMENT 12-31-1985

LEASE DATE 09/14/89

GRADE AS

STORE NO 192 LOCATION LOLD

1ST QUARTER -- 2ND QUARTER -- 3RD QUARTER -- 4TH QUARTER -- F.Y. TO DATE -- F.Y. TO DATE -- (1)

SALES UNITS	12,642	16,555	35,197	25,787	11.4
TOTAL SALES	127,472.50	122,937.30	256,415.80	219,921.10	16.6
DISCOUNT	5,561.55	1,611.00	2,986.55	5,035.60	30.6
ADJ GROSS SALES	125,150.95	127,320.30	252,451.25	216,886.50	16.4
COST OF SALES	71,817.17	72,675.06	145,486.25	125,088.61	16.4
GROSS PROFIT	53,313.76	54,641.22	101,955.00	91,797.89	16.3

OPERATING EXPENSES

SALARIES	6,761.83	5.42	12,449.49	8.92	19,411.32	7.72
CONTRACTED SERVICES	1,036.46	.81	1,104.13	.91	2,146.62	.83
SUPPLIES	15.96	X	36.42	X	50.40	X
TRAVEL						
RENT						
UTILITIES						
REPAIRS						
OTHER EXPENSE						
BREAKE-SHORTAGE	14.96	X	14.96	X	27.50	X
ADM. COSTS	3,106.72	2.52	6,207.19	2.52	5,564.20	2.62
TOTAL EXPENSE	10,971.88	8.74	21,811.45	11.02	20,224.78	11.32
COM - TRANS						

ADJ SALE	8.7	13.3	11.0	11.2	
TOTAL REVENUE	42,375.80	57,760.71	80,136.51	66,574.91	
% ADJ SALES	33.9	29.2	31.7	31.6	
TAXES	25,176.13	25,529.90	50,706.03	43,345.13	
NET PROFIT	17,199.67	12,230.81	29,430.48	23,229.78	
PERCENT OF PROFIT	13.7	5.6	11.2	11.6	

NOTE-1: * (1) ARE PERCENTAGES OF INCREASE (+), OR DECREASE (-), OF INCOME FROM LAST YEAR TO DATE TO THE CURRENT YEAR TO DATE

NOTE-2: * (2), ARE PERCENTAGES OF EXPENSES, TO THE ADJUSTED GROSS SALES FOR THE QUARTER.

NOTE-3: ADMINISTRATIVE COSTS ARE COMPUTED ON 16.6% OF UNIT SALES.

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Photograph

~~(1) — 1ST QUARTER — ; — 2ND QUARTER — ; — 3RD QUARTER — ; — 4TH QUARTER — ; — 5TH QUARTER — ; — PRIOR TO DATE~~

SALES UNITS	12,390	17,397	10,474	12,634	52,652	52,739	1,042
TOTAL SALES	91,912.45	122,007.65	74,584.55	92,912.50	382,418.15	387,502.50	2.2
DISCOUNT	1,202.45	1,625.15	1,012.26	582.52	2,437.40	2,699.51	5.1
ADJ GROSS SALES	90,710.00	120,382.50	73,572.29	92,330.00	380,000.75	384,803.19	3.3
COST OF SALES	5,099.12	7,899.69	4,125.85	5,914.86	215,137.06	215,951.27	0.2
GROSS PROFIT	55,610.88	54,182.81	5,156.42	5,617.60	165,163.11	168,851.92	1.2

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(2) * (2) * (2) * (2) * (2) * (2) *

STATEMENTS	CONTRACTED SERVICES	SUPPLIES	COM - TRAVEL	TRAVEL	RENT
6,049.53	12.98	841.76	930.70	1,445.43	1,312.90
6.72	2	127.44	72	2.02	1.42
10,661.85	14.92	22.84	1,445.43	2.02	1.42
10,972.05	14.92	155.70	1,312.90	2.02	1.42
35,572.99	12.62	331.96	4,544.86	1.22	1.22
32,072.26	10.02	216.15	4,694.62	1.22	1.22

[illegible]

1980	1979	1978	1977	1976	1975	PERCENT OF PROFIT
14.4	16.8	14.2	19.9	19.7	10.2	XADU SALE
100,672.67	24,087.66	105,610.54	35,191.16	16,947.95	28,583.75	TOTAL REVENUE
22.0	26.0	26.6	31.1	25.1	32.4	% ADU SALES
76,403.82	18,725.27	76,785.78	25,117.53	14,715.30	16,227.60	TAXES
30,466.85	5,562.41	32,624.76	14,075.63	2,252.57	11,156.15	NET PROFIT
2.0	5.8	8.6	11.2	3.0	12.3	PERCENT OF PROFIT

NOTE-1: • (1) ARE PERCENTAGES OF INCREASE (+), OR DECREASE (-), OF INCOME FROM LAST YEAR TO DATE TO THE CURRENT YEAR TO DATE.

NOTE-2: * (2), ARE PERCENTAGES OF EXPENSES, TO THE ADJUSTED GROSS SALES FOR THE QUARTER.

NOTE-3: ADMINISTRATIVE COSTS ARE COMPUTED ON 16.6% OF UNIT SALES.

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STORE NO	192	LOCATION LOTO	GRADE	04-30-1984	AG	LEAST DATE 09-14-89
SALES UNITS	14,835	15,678	10,609	12,617	51,739	46,845
TOTAL SALES	106,774.90	115,196.40	76,927.40	86,603.80	387,502.50	336,136.65
DISCOUNTS	1,752.76	1,586.25	1,152.96	1,266.36	5,695.31	6,756.36
ADJ GROSS SALES	107,041.16	113,610.15	75,794.42	85,357.46	381,807.19	331,377.99
COST OF SALES	61,185.25	66,706.31	41,525.45	50,533.26	216,836.27	187,416.81
GROSS PROFIT	45,855.91	46,903.84	34,268.97	34,824.20	164,970.92	143,961.16
OPERATING EXPENSES						
SALARIES	6,387.91	11,123.41	9,586.09	10,976.85	36,076.26	32,535.23
CONTRACTED SERVICES	75.10	117.12	21.93	216.15	266.81	4,487.84
SUPPLIES	952.12	1,240.63	1,376.48	1,125.39	4,696.62	4,487.84
TRAVEL						
RENT						
UTILITIES						
REPAIRS			21.83	20.66	42.49	
OTHER EXPENSE	31.85		70.87	13.43	116.13	41.23
BREAKESE-SHOPIAGE	3,263.70	3,449.16	2,333.98	2,775.74	11,822.58	10,745.90
TOTAL EXPENSE	10,712.66	15,936.32	13,391.25	14,936.00	54,972.25	46,075.01
ADJ. SALE	10.0	14.0	17.6	17.5	14.3	14.4
TOTAL REVENUE	35,133.23	32,973.52	16,877.72	16,886.20	106,672.67	92,783.15
ADJ. SALES	32.8	29.0	24.9	23.2	21.4	21.4
TAXES	21,487.13	22,656.96	15,216.73	17,031.00	76,403.82	65,996.35
NET PROFIT	13,636.10	10,316.56	3,656.99	2,857.20	30,466.85	26,796.80
PERCENT OF PROFIT	12.7	9.1	4.8	3.3	6.0	6.0

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STORES QUARTERLY OPERATING STATEMENT GRADE 04-30-1983 A6 LEASE DATE 04-14-89

1ST QTR	2ND QTR	3RD QTR	4TH QTR	PT TO DATE	PERIOD YR TO DATE
13,542	15,116	5,388	10,799	42,845	54,475
96,420.85	102,774.45	64,627.25	74,574.10	336,136.65	400,404.30
1,697.10	1,252.62	817.05	992.05	4,758.82	1,312.33
94,723.75	101,521.97	63,810.20	73,532.07	333,577.99	395,171.97
55,472.36	56,872.83	36,722.42	42,846.16	185,913.81	225,446.85
40,240.35	42,642.14	27,087.72	30,875.91	140,855.16	161,551.02

OPERATING EXPENSES					
SALARIES					
6,333.76	6,919.61	6,440.11	6,841.75	32,535.23	35,206.13
CONTRACTED SERVICES					
55.90	94.30	71.61	43.00	264.81	311.20
993.45	1,295.44	1,001.85	1,197.10	4,487.84	4,923.19
COMM - TRANS					
TRAVEL					
RENT					
UTILITIES					
REPAIRS					
OTHER EXPENSE					

BREAKAGE-SHORTAGE					
41.23	41.23			41.23	26.29
ADM. COSTS					
2,979.24	3,325.52	2,045.36	2,375.78	10,745.90	7,222.08
TOTAL EXPENSE					
10,362.35	13,676.10	11,576.93	12,457.65	46,075.01	51,697.85
10.9	13.4	18.1	16.9	14.4	13.1
% ADJ SALE					
29,884.04	26,972.04	15,502.79	18,416.28	92,783.15	115,833.19
TOTAL REVENUE					
31.5	26.5	26.3	25.1	27.8	25.5
% ADJ SALES					
12,864.60	19,953.17	12,640.37	14,530.21	45,982.35	76,234.53
TAXES					
11,019.44	9,016.87	2,866.42	3,886.07	26,794.80	37,596.66
NET PROFIT					
11.6	6.9	4.5	3.3	6.0	5.6
PERCENT OF PROFIT					

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STORES QUARTERLY OPERATING STATEMENT
06-30-1982
AS LEASE DATE 06-14-82

STORE NO	192	LOCATION TOTO	GRADE	DATE	DATE
1ST QTR	2ND QTR	3RD QTR	4TH QTR	1ST QTR	2ND QTR
SALES UNIT	11,944	11,030	11,849	11,832	11,675
TOTAL SALES	96,592.00	117,646.95	85,517.00	96,926.35	400,684.30
DISCOUNT	2,061.30	1,995.40	1,696.32	1,512.33	1,426.45
ADJ. GROSS SALES	94,530.70	115,651.55	83,820.68	95,414.02	399,257.85
COST OF SALES	55,175.12	66,697.02	61,835.62	55,830.10	225,645.82
GROSS PROFIT	41,355.58	48,954.53	21,985.06	41,583.92	173,612.03
OPERATING EXPENSES					
SALARIES	6,792.49	9,133.50	10,451.74	12,826.40	35,206.13
CONTRACTED SERVICES	1,402.50	52.30	32.10	1,165.70	317.20
SUPPLIES	947.44	1,213.88	1,170.08	1,596.79	4,925.19
TRAVEL					
RENT					
UTILITIES					
REPAIRS					
OTHER EXPENSE	15.31			6.98	26.29
BREAKEGE-SHORTAGE					
ADM. COSTS	1,564.51	2,254.77	1,571.45	1,831.35	7,222.08
TOTAL EXPENSE	10,772.25	12,640.45	12,225.37	15,087.82	51,691.85
2. ADJ. SALE	11.1	10.9	15.7	15.5	12.1
TOTAL REVENUE	30,633.30	36,296.08	22,654.69	26,247.12	115,833.19
1. ADJ. SALES	31.7	31.5	27.0	25.4	20.5
TAXES	15,346.45	20,856.74	16,730.92	15,306.42	76,234.53
NET PROFIT	11,292.85	13,441.34	5,923.77	6,940.70	37,596.66
PERCENT OF PROFIT	11.7	11.6	7.1	7.3	10.6

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Datagraphix.

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DEPARTMENT OF REVENUE



TED SCHWINDEN, GOVERNOR

MITCHELL BUILDING

STATE OF MONTANA

HELENA, MONTANA 59620

DEPARTMENT OF REVENUE

INFORMATION FOR LEGISLATORS

ON

Liquor Store Closures

The Department has taken action to close 7 liquor stores to help earn revenue planned last session.

The store closures are just one part of a five part plan to overcome what would be a \$2 million short fall if nothing is done. Store closures will contribute \$560,000 to this plan.

The Department is working within Legislative criteria enacted in HB500 last session.

The Liquor Division operates under an open ended appropriation. The only limits to what the Division can spend are performance criteria written in HB500. Authority to close stores is granted.

"During the 1987 biennium, the division shall attempt to return at least 13 percent of net sales. Net sales are gross sales less discounts and all taxes collected. The division shall limit operational expenses of the liquor merchandising system to not more than 15 percent of net sales. Operational expenses may not include product costs, freight charges, or expenses allocable to other divisions or licensing bureau expenses.

"The division retains full authority to determine store operating hours and the number and location of stores and employees. Nonprofitable or marginally profitable state stores shall be closed or converted to agency stores in an orderly manner. Agency stores shall be closed if the division considers them marginally profitable and other state stores or agencies are located within a reasonable distance."

The 1982 performance audit (Office of the Legislative Auditor) urged the legislature to clarify the mission of the Liquor Merchandising Program.

The audit report stated: "The Legislature has given the Division confusing signals as to whether it should operate as a service organization or a profit-making business. We believe the Legislature needs to statutorily define the Division's role."

The audit report listed 4 questions that the Legislature needed to answer:

- Should the Division try to maximize profits to the General Fund?
- Should the state operate its own or agency stores in each community regardless of profitability?
- Should the state advertise prices?
- Should the state stock a wide variety of products in each store regardless of profitability?

The Department has taken the position that its responsibility is to maximize profit to the General Fund consistent with adequate service. This means, among other actions, reducing overhead costs in multi-store market areas.

After carefully examining the major Liquor market areas, we have concluded General Fund revenues can be significantly enhanced by closing seven state liquor stores and agencies. Two basic factors underlay this action. First, dollars sales declined by 11.5% from Fiscal 1982 to 1985, representing a reduction of \$6,375,325. During the same period, unit sales (actual number of bottles) dropped 17.6%, from 8,071,108 in Fiscal 1982 to 6,651,387 in Fiscal 1985. Clearly the marketing structure appropriate for selling 8 million units does not work for selling only 6.6 million.

Second, in our larger market areas throughout the state there are several state retail liquor outlets. The distance between them generally ranges from several blocks to a few miles. By closing one store in each market area, local customers will not be inconvenienced by having to travel a short added distance to purchase spirits or wine at the state price. Total sales in these areas are expected to shift to the remaining outlets thus increasing the market area profitability and state revenues.

The following describes the basis for restructuring our retail outlets in seven primary market areas.

Butte Market Area

The Butte market area is served by three stores: Uptown Butte #2, Harrison Avenue #116, and Walkerville Agency Store #137. The three stores sold \$2 million of liquor in FY85 earning a profit of \$245,848 or 12.18 percent of sales.

We are closing the Walkerville Agency. If this action had been taken in FY85, profits would have increased to \$288,223 annually or 14.28 percent of sales. The Table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
BUTTE 2	101,599	\$586,956	\$53,304	9.08%	\$118,442	20.18%	
BUTTE 116	177,150	\$1,124,156	\$157,402	14.00%	\$164,531	14.64%	
WALKERVILLE 137	50,584	\$306,792	\$35,142	11.45%	\$51,823	16.89%	
	329,333	\$2,017,904	\$245,848	12.18%	\$334,796	16.59%	
AFTER:							
BUTTE 2	152,183	\$893,740	\$130,821	14.64%	\$127,891	14.31%	
BUTTE 116	177,150	\$1,124,156	\$157,402	14.00%	\$164,531	14.64%	
	329,333	\$2,017,904	\$288,223	14.28%	\$292,422	14.49%	\$42,375

Bozeman Market Area

The Bozeman market area is served by two stores: the downtown store #9 and the 7th Avenue store #193. The two stores sold \$1.7 million in FY85 and earned profits of \$205,633 or 12.41% of sales.

We are closing Store #193. If this action had been taken in FY85, profits would have increased to \$280,660 annually or 16.94 percent of sales.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
BOZEMAN 9	173,416	\$995,367	\$131,489	13.21%	\$153,743	15.45%	
BOZEMAN 193	111,977	\$661,570	\$74,144	11.21%	\$115,587	17.47%	
	285,393	\$1,656,937	\$205,633	12.41%	\$269,330	16.25%	
AFTER:							
BOZEMAN 9	285,393	\$1,656,937	\$280,660	16.94%	\$194,306	11.73%	\$75,027

Kalispell Market Area

The Kalispell market area is served by three stores: The Store #12, located in the shopping center, Store #195 located adjacent to the Outlaw Inn, and the Evergreen Agency located two miles from the number 12 store. The three stores sold \$1.7 million of liquor in FY85 earned and profits of \$206,728 or 12.1% of sales.

We are closing Store #195. If this action had been taken in FY85, profits would have increased to \$305,626 annually or 17.88 percent of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
KALISPELL 12	162,975	\$967,815	\$140,374	14.50%	\$138,846	14.35%	
KALISPELL 195	84,539	\$536,010	\$37,825	7.06%	\$114,686	21.40%	
EVERGREEN 67	34,896	\$205,288	\$28,529	13.90%	\$31,922	15.55%	
	282,410	1,709,113	206,728	12.10%	285,454	16.70%	
AFTER:							
KALISPELL 12	247,514	\$1,503,825	\$280,049	18.62%	\$151,685	10.09%	
EVERGREEN 67	34,896	\$205,288	\$25,577	12.46%	\$34,874	16.99%	
	282,410	\$1,709,113	\$305,626	17.88%	\$186,559	10.92%	\$98,898

Billings Market Area

The Billings area is served by four stores: two downtown and two in shopping centers in the western part of town. The area had liquor sales of \$5.1 million in FY85, earning profits of \$724,804 or 14.05 percent of sales.

We are closing Store #5 located in a parking facility in downtown Billings. If this action had been taken in FY85, profits would have increased to \$812,005 annually, or 15.74 percent of sales. The table below illustrates the effect of the closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
BILLINGS 3	264,318	\$1,648,198	\$254,298	15.43%	\$216,041	13.11%	
BILLINGS 4	325,959	\$1,691,781	\$233,547	13.80%	\$234,728	13.87%	
BILLINGS 5	126,696	\$748,875	\$80,277	10.72%	\$130,525	17.43%	
BILLINGS 196	179,959	\$1,071,553	\$156,682	14.62%	\$147,973	13.81%	
	896,932	\$5,160,407	\$724,804	14.05%	\$729,267	14.13%	
AFTER:							
BILLINGS 3	327,666	\$2,022,636	\$341,215	16.87%	\$234,525	11.60%	
BILLINGS 4	389,307	\$2,066,219	\$319,770	15.48%	\$253,927	12.29%	
BILLINGS 196	179,959	\$1,071,553	\$151,019	14.09%	\$153,636	14.34%	
	896,932	\$5,160,407	\$812,005	15.74%	\$642,088	12.44%	\$87,201

Helena Market Area

The Helena market area is served by three stores: downtown Store #1, Northgate shopping center Store #197, and East Helena Store #83. The area sold \$2.2 million of liquor in FY85 and earned profits of \$281,695 or 12.66 percent of sales.

We are closing the East Helena store. If this action had been taken in FY85, profits would have increased to \$327,851 annually, or 14.74 percent of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
HELENA 1	202,376	\$1,211,702	\$163,864	13.52%	\$181,640	14.99%	
HELENA 197	130,227	\$776,694	\$103,565	13.33%	\$119,884	15.44%	
EAST HELENA 83	39,762	\$236,378	\$14,266	6.04%	\$53,579	22.67%	
	372,365	\$2,224,774	\$281,695	12.66%	\$355,103	15.96%	
AFTER:							
HELENA 1	202,376	\$1,211,702	\$159,392	13.15%	\$186,114	15.36%	
HELENA 197	169,989	\$1,013,072	\$168,459	16.63%	\$122,837	12.13%	
	372,365	\$2,224,774	\$327,851	14.74%	\$308,951	13.89%	\$46,156

Great Falls Market Area

The Great Falls market area is served by three stores: #140 downtown, #141 on the west side, and #139 on Tenth Avenue South. The area sold \$3.5 million of liquor in FY85 and earned \$499,212 in profits, or 14.25% of sales.

We are closing Store #140 downtown. If this action had been taken in FY85, profits would have increased to \$593,884 or 16.95% of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
GREAT FALLS 139	199,167	\$1,192,575	\$159,481	13.37%	\$185,617	15.56%	
GREAT FALLS 140	186,361	\$1,086,606	\$161,060	14.82%	\$149,161	13.73%	
GREAT FALLS 141	210,429	\$1,225,440	\$170,671	14.58%	\$168,955	13.79%	
	595,957	\$3,504,621	\$499,212	14.24%	\$503,733	14.37%	
AFTER:							
GREAT FALLS 139	304,382	\$1,805,295	\$305,275	16.91%	\$213,638	11.83%	
GREAT FALLS 141	291,576	\$1,699,326	\$288,609	16.98%	\$195,426	11.50%	
	595,957	\$3,504,621	\$593,884	16.95%	\$409,064	11.67%	\$94,672

Missoula Market Area

The Missoula market area is served by three stores: the downtown Store #170, the south side Store #171, and the Lolo agency Store #192. The area sold \$3.5 million of liquor in FY85 earning a profit of \$495,805, or 14.35 percent of sales.

We are closing the Lolo agency. If this action had been taken in FY85, profits would have increased to \$530,296, or 15.34 percent of sales. The table below illustrates the effect of this closure.

STORE	FY85 UNIT SALES	FY85 NET SALES	FY85 NET PROFIT	FY85 PROFIT MARGIN	FY85 TOTAL EXPENSES	FY85 EXPENSE RATIO	ESTIMATED PROFIT INCREASE
BEFORE:							
MISSOULA 170	227,008	\$1,405,918	\$201,249	14.31%	\$201,917	14.36%	
MISSOULA 171	299,214	\$1,743,776	\$261,731	15.01%	\$239,896	13.76%	
LOLO 192	52,855	\$306,140	\$32,825	10.72%	\$54,184	17.70%	
	579,077	\$3,455,834	\$495,805	14.35%	\$495,997	14.35%	
AFTER:							
MISSOULA 170	279,863	\$1,712,058	\$278,826	16.29%	\$211,352	12.34%	
MISSOULA 171	299,214	\$1,743,776	\$251,470	14.42%	\$250,159	14.35%	
	579,077	\$3,455,834	\$530,296	15.34%	\$461,511	13.35%	\$34,491